

**ATHENS ECONOMIC DEVELOPMENT CORPORATION  
BOARD OF DIRECTORS MEETING**

**NOTICE TO PUBLIC  
NOTICE OF MEETING VIA FACEBOOK LIVE  
AMENDED AGENDA**

Notice is hereby given in accordance with order of the Office of the Governor issued March 19, 2020, the Athens Economic Development Corporation Board of Directors of Athens, Texas will conduct its Regular meeting scheduled at 10:00 am in the Derek D. Daniels Conference Room of the Athens Partnership Center, 201 West Corsicana Street, Athens, TX via Facebook Live in order to advance the public health goal by avoiding social gatherings in groups of more than 10 people to slow the spread of the Coronavirus (COVID-19). [There will be no public access to the location described above.]

This notice and meeting agenda are posted online at  
<https://www.athenstexasedc.com/agendas>

The public can participate by going to the following link  
<https://www.facebook.com/AthensEDC/>

The public will be permitted to offer public comments by sending an email to [Vfranklin@athenstx.gov](mailto:Vfranklin@athenstx.gov) as provided by the agenda and as permitted by the presiding officer during the meeting.

A recording of the Facebook Live meeting will be made and will be available to the public in accordance with the Open Meetings Act upon written request.

AGENDA	§ Will Traxson-President
BOARD OF DIRECTORS MEETING	§ John Trent-Vice-President
TUESDAY, APRIL 21, 2020 10:00 A.M.	§ Carmen Hunt- Secretary
ATHENS PARTNERSHIP CENTER	§ Cliff Bomer-Treasurer
DEREK D. DANIELS CONFERENCE ROOM	§ Danny Tidmore-Director
201 W CORSICANA ST.	§ Randy Jones-Director
ATHENS, TX 75751	§ Morgan Jones-Director

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1. Call to Order
2. Declaration of Conflict of Interest
3. Public Communications

*“Pursuant to Texas Government Code section 551.007, members of the public may speak on an agenda item during the public communication section of the meeting or at the time the agenda item is called for discussion by the Board President. Speakers shall be given*

*three (3) minutes to speak. A speaker needing a translator and/or interpreter may be given six (6) minutes to speak. Members of the public wishing to address the Board regarding a non-agenda item may do so pursuant to the same time constraints as agenda items. The Board will not comment on items not on the agenda; however, the Board may refer the item to staff for research, resolution or referral of the matter to the Board as a future agenda item.”*

4. Consider discussion and possible action regarding the approval of Minutes from AEDC Board Meeting March 2020
5. Consider discussion and possible action regarding the approval of March 2020 Financials – Joanie Ahlers – ED Director
  - A. March 2020 monthly financials
  - B. Quarterly reimbursement to the City of Athens for Administrative Services Agreement
6. Consider discussion and possible action regarding Biomerics draw request #11 for \$56,885.43.
7. Consider discussion and possible action regarding AEDC loans during the COVID 19 State and County Orders- Joanie Ahlers – Executive Director
8. Consider discussion and possible action on the approval of Action Plan – Joanie Ahlers –Executive Director
9. Executive Session:  
Pursuant to the Texas Government Code:
  - A. Section 551.087-Deliberation Regarding Economic Development Negotiations: Biomerics
  - B. Section 551.087 - Deliberation regarding Economic Development Negotiations: Prospect #1799
10. Consider discussion and possible action concerning items discussed under Agenda #8
11. AEDC Board of Director’s request for future agenda items
12. Adjourn

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Valerie A. Franklin  
Office Manager

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Removed

**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. Contact the AEDC Office at (903)675-4617 or FAX 903 675-4830. The Board reserves the right to enter into Closed Session at any point in the meeting which is permitted by Texas Government Code Sections 551.071, 551.072, 551.073, 551.074, 551.076, 551.082, 551.087 and Education Code 30.030(a).**

**Athens Economic Development Corporation  
Board of Directors  
Minutes for March 17, 2020**

The Board of Directors of the Athens Economic Development Corporation (hereinafter referred to as AEDC) held a Board Meeting at 10:00 A.M. on Tuesday, March 17, 2020 in the Derek D. Daniels Room of the Athens Partnership Center located at 201 W Corsicana Street, Athens, Texas.

Directors present: Will Traxson, John Trent, Danny Tidmore, Morgan Jones and Cliff Bomer

Staff present: Joanie Ahlers, Executive Director and Valerie Franklin, Office Manager

Ex-Officio: Mayor Monte Montgomery, City Manager Elizabeth Borstad

Guests: Deborah Deas and Thomas Strand

**Call to Order**

The meeting was called to order at 10:00 A.M. by President Will Traxson for all agenda items. A quorum was present.

**Declaration of Conflict of Interest**

Mayor Monte Montgomery will remove himself from executive session prospect #1802.

**Public Communications**

Deborah Deas from the East Texas Arboretum commented concerning the COVID-19 virus.

**Consider discussion and possible actions regarding the approval of Minutes from the February 2020 AEDC Board Meeting and Minutes from Special Board Meeting for Planning February 18, 2020**

A motion was made by John Trent to approve the February meeting minutes and the February 18, 2020 minutes from special board meeting. It was seconded by Cliff Bomer. The motion passed unanimously.

**Consider discussion and possible action regarding the approval of February 2020 Financials**

A motion was made by Cliff Bomer and seconded by Danny Tidmore to approve the February 2020 financials. The motion carried unanimously.

**Presentation of Final Report – Greg Last EP Best Practices LLC**

Mr. Last presented a summary of the 2020 AEDC Action Plan. He received feedback from board members. He will provide a final report prior to the board's April meeting for the Board to take action on.

### **Consider discussion and possible action regarding GIS Mapping**

There was discussion concerning GIS mapping abilities. The initial portion of the project will be the parcel layer only. A motion was made by John Trent and seconded by Cliff Bomer to contribute up to \$25,000 toward GIS mapping. The motion passed unanimously.

### **Consider discussion and possible action concerning an AEDC spec building**

Potentially four or five sites for a spec building. Four in Industrial Park area and one on Flat Creek Road. Chart shows completed shell cost only. Utilities up to the building, engineering/architectural site plans and the shell.

The Board instructed Executive Director Joanie Ahlers to look at more specifically building a 30,000 square foot building on lot 5 in the industrial park and a 50,000 square foot building on FM 1616. This item was tabled until the next board meeting.

### **Cain Center Presentation**

City Manager Elizabeth Borstad informed the Board on the Cain Center project. She stated the City is working with Berry & Clay construction Managers at Risk on finalizing the cost of the project. The City has applied for grants from the Murchison Foundation and the Cain Foundation. The City will meet next week and are waiting on the final numbers to come in.

Cliff Bomer stated he would like the AEDC to help the Cain Center project. There was further discussion about funding from AEDC in the future.

### **Consider discussion and possible action for Biomerics draw #10 for 84,538.58**

Executive Director Joanie Ahlers stated Dub Hurst has completed his report and we are waiting in City of Athens Building Inspector to complete his inspection. We are requesting the payment be approved pending inspection prior to releasing payment.

A motion was made by Cliff Bomer and seconded by John Trent to approve payment to Biomerics for draw #10. The motion carried unanimously.

### **Executive Session**

Executive Session began at 11:48 a.m.

### **Consider discussion and possible action concerning items discussed under Agenda item #11**

The board re-convened in open session at 12:40 p.m.

Danny Tidmore made a motion to approve Prospect #1802 was approved as the details on deal structure as outline in Executive Session in the amount of approximately \$180,000 in land It was seconded by Cliff Bomer. The motion carried unanimously.

A motion was made by John Trent and seconded by Cliff Bomer to approve Prospect #1803 for the details on deal structure as outline in Executive Session in the amount of \$25,788 total over a three-year period. The motion carried unanimously.

### **AEDC Board of Director's request for future agenda items**

Approval of 2020 Action Plan  
Further discussion on Cain Center  
Construction discussion for spec building

### **Adjourn**

The meeting was adjourned at 12:49 p.m. with no other business to discuss.

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Carmen Hunt, Secretary

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Will Traxson, President

# Athens Economic Development Corporation

## Agenda Memorandum for Board Meeting



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**AGENDA DATE:** 04/21/2020

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**DEPARTMENT:** AEDC

**CONTACT:** Joanie Ahlers, City of Athens Economic Development Director

**SUBJECT:** Consider discussion and possible action regarding the March 2020 financial reports.

**SUMMARY:** Sales tax revenue for the month of March 2020 was \$116,502.78 compared to \$105,701.32 in March 2019. Revenues for the month of March totaled \$133,714.03 and Expenditures were \$19,688. Revenues are \$911,424.84 to date or 57.1% of budget, and expenditures are \$92,907.90 or 7.5% of budgeted amounts as of 03/31/2020. Cash balances as of 03/31/2020 were \$2,901,414.35.

**RECOMMENDATION:** It is recommended that the board discuss and take action to either approve the financial reports as is or request changes.

# Athens Economic Development Corporation

## Balance Sheet

March 31, 2020

	Mar 31, 20
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
1010 · FIRST STATE BANK CHECKING	509,225.76
1020 · VERA BANK USDA RLF - RESTRICTED	184,429.98
1040 · LOGIC INVESTMENT ACCT	1,320,922.32
1050 · TEXSTAR INVESTMENT ACCOUNT	886,836.29
1060 · CERTIFICATES OF DEPOSIT	
1061 · FSB 8946 - CD 6 MO.	1,020,906.10
<b>Total 1060 · CERTIFICATES OF DEPOSIT</b>	<b>1,020,906.10</b>
<b>Total Checking/Savings</b>	3,922,320.45
<b>Accounts Receivable</b>	
11000 · ACCOUNTS RECEIVABLE	(4,984.44)
<b>Total Accounts Receivable</b>	<b>(4,984.44)</b>
<b>Other Current Assets</b>	
1129 · Loans Receivable	
1139 · BIOMERICS	
1140 · BIOMERICS 1702/1704 ENT IMPRV	
1140.1 · PRINCIPAL	848,956.88
1140.2 · RETAINAGE	(84,895.69)
<b>Total 1140 · BIOMERICS 1702/1704 ENT IMPRV</b>	<b>764,061.19</b>
1141 · RENT ABATEMENT	
1142 · ABATEMENT PRINCIPAL	55,728.24
1143 · ABATEMENT REPAYMENT	(24,476.65)
<b>Total 1141 · RENT ABATEMENT</b>	<b>31,251.59</b>
<b>Total 1139 · BIOMERICS</b>	<b>795,312.78</b>
1150 · EXTREME ENGINEERING \$250K	1,440.70
1151 · EXTREME ENGINEERING \$480K	233,853.47
1152 · EXTREME ENGINEERING (RLF 87545)	1,569.16
1180 · HVAC #1 - \$503,304 ORIGINAL	352,190.29
1181 · HVAC #3 - \$324,800 BUILDING	295,503.04
1190 · PURSELLEY CABINETS - \$30,077.25	10,190.23
<b>Total 1129 · Loans Receivable</b>	<b>1,690,059.67</b>
<b>Total Other Current Assets</b>	<b>1,690,059.67</b>
<b>Total Current Assets</b>	<b>5,607,395.68</b>
<b>Fixed Assets</b>	4,825,891.54
<b>TOTAL ASSETS</b>	<b>10,433,287.22</b>

**Athens Economic Development Corporation**

**Balance Sheet**

March 31, 2020

	<b>Mar 31, 20</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
2000 · ACCOUNTS PAYABLE	1,717.40
<b>Total Accounts Payable</b>	1,717.40
<b>Other Current Liabilities</b>	
2150 · BIOMERICS SECURITY DEPOSIT	9,597.68
<b>Total Other Current Liabilities</b>	9,597.68
<b>Total Current Liabilities</b>	11,315.08
<b>Long Term Liabilities</b>	
2800 · NOTES PAYABLE	
2810 · FSB 8602 - BIOMERICS RENO	
2811 · PRINCIPAL REPAYMENT BIOMERICS	(13,811.64)
2810 · FSB 8602 - BIOMERICS RENO - Other	764,061.19
<b>Total 2810 · FSB 8602 - BIOMERICS RENO</b>	750,249.55
2820 · FSB 8190 - AIRPORT 296.142 ACRE	467,924.99
2830 · FSB 8620 - MORTGAGE APC	94,446.11
2840 · VERA 3044 - INDUS PK II 98.36AC	324,916.75
2860 · VERA 6211 - INDUS PK II INFRAST	280,875.87
<b>Total 2800 · NOTES PAYABLE</b>	1,918,413.27
<b>Total Long Term Liabilities</b>	1,918,413.27
<b>Total Liabilities</b>	1,929,728.35
<b>Equity</b>	
3250 · Committed Fund Balance	1,333,976.65
3275 · Inv in Gen Fixed Assets	3,523,967.80
3900 · Net Position	2,827,097.48
Net Income	818,516.94
<b>Total Equity</b>	8,503,558.87
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>10,433,287.22</b>



**Athens Economic Development Corporation**  
**Profit & Loss**  
 March 2020

	<b>Mar 20</b>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>4000 · Income</b>	
4001 · Rental Income - 201 W Corsicana	1,850.00
4005 · Sales Taxes	116,502.78
4010 · Miscellaneous Income	305.96
<b>Total 4000 · Income</b>	118,658.74
<b>4100 · Operating Lease Revenue</b>	
4108 · Biomerics FMI	9,597.68
<b>Total 4100 · Operating Lease Revenue</b>	9,597.68
<b>4950 · Interest Revenues-Cash Accounts</b>	2,358.45
<b>4951 · Interest Revenue-Receivables</b>	3,099.16
<b>Total Income</b>	133,714.03
<b>Gross Profit</b>	133,714.03
<b>Expense</b>	
<b>6000 · Operating Expenses</b>	
<b>6001 · ATHENS EDC</b>	
6001.2 · Office Supplies	160.13
6001.4 · Xerox	439.38
6001.6 · BANK SERVICE CHARGES	32.50
<b>Total 6001 · ATHENS EDC</b>	632.01
<b>6015 · ATHENS PARTNERSHIP CENTER</b>	
6015.1 · Water/Sewer/Trash	145.82
6015.13 · Security Monitoring	282.00
6015.2 · Electric	908.79
6015.3 · Janitorial	400.00
6015.5 · Windows	35.00
6015.6 · Telecommunications	637.07
<b>Total 6015 · ATHENS PARTNERSHIP CENTER</b>	2,408.68
6016 · Interest Expense	3,877.54
6040 · Membership Dues	371.76
6060 · Subscriptions/Licenses	349.99
<b>Total 6000 · Operating Expenses</b>	7,639.98
<b>6100 · Professional Services</b>	
6120 · Legal Fees	270.00
6130 · Survey/Appraisal/Filing Fees	680.00
6100 · Professional Services - Other	10,627.50
<b>Total 6100 · Professional Services</b>	11,577.50
<b>6400 · Marketing</b>	
6450 · Advertising/Printing/Misc	150.00
<b>Total 6400 · Marketing</b>	150.00
<b>6700 · Property Maintenance/Expenses</b>	
6710 · Athens Industrial Park	
6710-05 · Athens Industrial Park Dev	34.00
<b>Total 6710 · Athens Industrial Park</b>	34.00

**Athens Economic Development Corporation**  
**Profit & Loss**  
March 2020

	<u>Mar 20</u>
6720 · 414 W. College	
6720-02 · Gas	51.83
6720-03 · Electric	31.36
6720-04 · Water/Sewer	139.20
<b>Total 6720 · 414 W. College</b>	<u>222.39</u>
<b>Total 6700 · Property Maintenance/Expenses</b>	256.39
6750 · Business Retention	
6750.70 · Business Appreciation	64.13
<b>Total 6750 · Business Retention</b>	<u>64.13</u>
<b>Total Expense</b>	<u>19,688.00</u>
<b>Net Ordinary Income</b>	<u>114,026.03</u>
<b>Net Income</b>	<u><u>114,026.03</u></u>

**Athens Economic Development Corporation**  
**Profit & Loss Budget vs. Actual**  
October 2019 through March 2020

	<u>Oct '19 - Mar 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>4000 · Income</b>				
4001 · Rental Income - 201 W Corsicana	11,100.00	22,200.00	(11,100.00)	50.0%
4005 · Sales Taxes	799,284.71	1,400,000.00	(600,715.29)	57.1%
4010 · Miscellaneous Income	1,223.84	0.00	1,223.84	100.0%
<b>Total 4000 · Income</b>	<u>811,608.55</u>	<u>1,422,200.00</u>	<u>(610,591.45)</u>	<u>57.1%</u>
<b>4100 · Operating Lease Revenue</b>				
4108 · Biomerics FMI	57,586.08	98,900.00	(41,313.92)	58.2%
<b>Total 4100 · Operating Lease Revenue</b>	<u>57,586.08</u>	<u>98,900.00</u>	<u>(41,313.92)</u>	<u>58.2%</u>
4950 · Interest Revenues-Cash Accounts	22,924.44	18,000.00	4,924.44	127.4%
4951 · Interest Revenue-Receivables	19,305.77	56,099.00	(36,793.23)	34.4%
<b>Total Income</b>	<u>911,424.84</u>	<u>1,595,199.00</u>	<u>(683,774.16)</u>	<u>57.1%</u>
<b>Gross Profit</b>	911,424.84	1,595,199.00	(683,774.16)	57.1%
<b>Expense</b>				
<b>6000 · Operating Expenses</b>				
<b>6001 · ATHENS EDC</b>				
6001.2 · Office Supplies	1,696.07	12,000.00	(10,303.93)	14.1%
6001.3 · Postage/Shipping/Delivery	0.00	500.00	(500.00)	0.0%
6001.4 · Xerox	1,852.95	4,500.00	(2,647.05)	41.2%
<b>Total 6001 · ATHENS EDC</b>	<u>3,601.20</u>	<u>17,000.00</u>	<u>(13,398.80)</u>	<u>21.2%</u>
<b>6015 · ATHENS PARTNERSHIP CENTER</b>				
6015.1 · Water/Sewer/Trash	1,228.46	2,500.00	(1,271.54)	49.1%
6015.13 · Security Monitoring	636.16	3,000.00	(2,363.84)	21.2%
6015.14 · Pest Control	125.00	500.00	(375.00)	25.0%
6015.15 · Building Repairs/Maintenance	950.02	7,500.00	(6,549.98)	12.7%
6015.17 · Equip Maint/IT Support	0.00	1,000.00	(1,000.00)	0.0%
6015.18 · Flag Tributes - Kiwanis	0.00	160.00	(160.00)	0.0%
6015.2 · Electric	3,994.17	10,000.00	(6,005.83)	39.9%
6015.3 · Janitorial	4,120.00	11,000.00	(6,880.00)	37.5%
6015.5 · Windows	105.00	540.00	(435.00)	19.4%
6015.6 · Telecommunications	3,687.42	9,000.00	(5,312.58)	41.0%
6015.8 · APC /Landscaping	0.00	300.00	(300.00)	0.0%
<b>Total 6015 · ATHENS PARTNERSHIP CENTER</b>	<u>14,846.23</u>	<u>45,500.00</u>	<u>(30,653.77)</u>	<u>32.6%</u>
6016 · Interest Expense	21,643.77	66,000.00	(44,356.23)	32.8%
<b>6020 · Insurance</b>				
6020.1 · Errors & Omissions	0.00	750.00	(750.00)	0.0%
6020.2 · Property/Liab/WC	16,940.00	10,000.00	6,940.00	169.4%
<b>Total 6020 · Insurance</b>	<u>16,940.00</u>	<u>10,750.00</u>	<u>6,190.00</u>	<u>157.6%</u>
6030 · Legal Advertising	0.00	1,000.00	(1,000.00)	0.0%
6040 · Membership Dues	531.76	7,500.00	(6,968.24)	7.1%
6050 · Seminars/Training	175.00	6,000.00	(5,825.00)	2.9%
6060 · Subscriptions/Licenses	349.99	8,000.00	(7,650.01)	4.4%
6080 · Travel	722.11	6,500.00	(5,777.89)	11.1%
6090 · Temporary Work	11,294.08	1,500.00	9,794.08	752.9%
<b>Total 6000 · Operating Expenses</b>	<u>70,104.14</u>	<u>169,750.00</u>	<u>(99,645.86)</u>	<u>41.3%</u>


	<u>Oct '19 - Mar 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>6100 · Professional Services</b>				
6110 · Auditing Fees	0.00	4,000.00	(4,000.00)	0.0%
6120 · Legal Fees	2,722.80	15,000.00	(12,277.20)	18.2%
6130 · Survey/Appraisal/Filing Fees	2,040.00	5,000.00	(2,960.00)	40.8%
6140 · Office Acctg. Fees	2,700.00	10,800.00	(8,100.00)	25.0%
6150 · Economic Development Consulting	0.00	50,000.00	(50,000.00)	0.0%
<b>Total 6100 · Professional Services</b>	<b>18,090.30</b>	<b>84,800.00</b>	<b>(66,709.70)</b>	<b>21.3%</b>
<b>6200 · Personnel</b>				
6230 · Medical Insurance	0.00	16,000.00	(16,000.00)	0.0%
6240 · Retirement	0.00	20,000.00	(20,000.00)	0.0%
6260.3 · Staff Compensation	0.00	125,600.00	(125,600.00)	0.0%
6260.4 · FICA Payroll Tax Expense	0.00	9,608.00	(9,608.00)	0.0%
6260.5 · Workers Comp	0.00	100.00	(100.00)	0.0%
<b>Total 6200 · Personnel</b>	<b>0.00</b>	<b>171,308.00</b>	<b>(171,308.00)</b>	<b>0.0%</b>
<b>6400 · Marketing</b>				
6410 · IAMC	0.00	5,000.00	(5,000.00)	0.0%
6415 · ONCOR	0.00	3,000.00	(3,000.00)	0.0%
6425 · I-20	0.00	3,000.00	(3,000.00)	0.0%
6440 · ICSC	0.00	3,000.00	(3,000.00)	0.0%
6445 · Team Texas Dues	0.00	3,000.00	(3,000.00)	0.0%
6447 · Dallas Regional Chamber	0.00	2,500.00	(2,500.00)	0.0%
6448 · Team Texas Events	0.00	3,000.00	(3,000.00)	0.0%
6449 · Recruitment Missions	0.00	15,000.00	(15,000.00)	0.0%
6450 · Advertising/Printing/Misc	766.35	25,000.00	(24,233.65)	3.1%
6460 · Website/Email/E-Marketing	1,400.00	5,600.00	(4,200.00)	25.0%
<b>Total 6400 · Marketing</b>	<b>2,166.35</b>	<b>68,100.00</b>	<b>(65,933.65)</b>	<b>3.2%</b>
<b>6700 · Property Maintenance/Expenses</b>				
6710 · Athens Industrial Park				
6710-01 · Landscaping/Mowing	0.00	6,000.00	(6,000.00)	0.0%
6710-05 · Athens Industrial Park Dev	34.00	0.00	34.00	100.0%
<b>Total 6710 · Athens Industrial Park</b>	<b>34.00</b>	<b>6,000.00</b>	<b>(5,966.00)</b>	<b>0.6%</b>
6720 · 414 W. College				
6720-01 · Repairs and Maintenance	1,225.00	2,000.00	(775.00)	61.3%
6720-02 · Gas	258.49	1,500.00	(1,241.51)	17.2%
6720-03 · Electric	345.49	3,000.00	(2,654.51)	11.5%
6720-04 · Water/Sewer	620.00	2,000.00	(1,380.00)	31.0%
6720-05 · Mowing	0.00	1,500.00	(1,500.00)	0.0%
<b>Total 6720 · 414 W. College</b>	<b>2,448.98</b>	<b>10,000.00</b>	<b>(7,551.02)</b>	<b>24.5%</b>
6735 · 1391 Flat Creek Rd., Suite 103				
6735-02 · Mowing	0.00	1,250.00	(1,250.00)	0.0%
<b>Total 6735 · 1391 Flat Creek Rd., Suite 103</b>	<b>0.00</b>	<b>1,250.00</b>	<b>(1,250.00)</b>	<b>0.0%</b>
6740 · 1702/1704 Enterprise				
6740-03 · Repairs & Maintenance	0.00	20,000.00	(20,000.00)	0.0%
6740-11 · Property Tax Reimbursement	0.00	(17,000.00)	17,000.00	0.0%
6740-12 · Property Taxes	0.00	17,000.00	(17,000.00)	0.0%
<b>Total 6740 · 1702/1704 Enterprise</b>	<b>0.00</b>	<b>20,000.00</b>	<b>(20,000.00)</b>	<b>0.0%</b>
6745 · FM 1616 Mowing	0.00	6,000.00	(6,000.00)	0.0%
<b>Total 6700 · Property Maintenance/Expenses</b>	<b>2,482.98</b>	<b>43,250.00</b>	<b>(40,767.02)</b>	<b>5.7%</b>

	<u>Oct '19 - Mar 20</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>6750 · Business Retention</b>				
<b>6750.20 · CEO Luncheons</b>	0.00	1,500.00	(1,500.00)	0.0%
<b>6750.30 · Seminars</b>	0.00	3,500.00	(3,500.00)	0.0%
<b>6750.60 · Workforce Development</b>	0.00	4,500.00	(4,500.00)	0.0%
<b>6750.70 · Business Appreciation</b>	64.13	5,500.00	(5,435.87)	1.2%
<b>Total 6750 · Business Retention</b>	<u>64.13</u>	<u>15,000.00</u>	<u>(14,935.87)</u>	<u>0.4%</u>
<b>8000 · AEDC GRANT COMMITMENTS</b>	0.00	456,800.00	(456,800.00)	0.0%
<b>8003 · Infrastructure</b>	0.00	228,500.00	(228,500.00)	0.0%
<b>Total Expense</b>	<u>92,907.90</u>	<u>1,237,508.00</u>	<u>(1,144,600.10)</u>	<u>7.5%</u>
<b>Net Ordinary Income</b>	<u>818,516.94</u>	<u>357,691.00</u>	<u>460,825.94</u>	<u>228.8%</u>
<b>Net Income</b>	<u><b>818,516.94</b></u>	<u><b>357,691.00</b></u>	<u><b>460,825.94</b></u>	<u><b>228.8%</b></u>

12:33 PM

04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
**1010 · FIRST STATE BANK CHECKING, Period Ending 03/31/2020**

	<u>Mar 31, 20</u>
<b>Beginning Balance</b>	350,322.00
<b>Cleared Transactions</b>	
Checks and Payments - 27 ite...	-124,541.12
Deposits and Credits - 10 items	282,404.30
<b>Total Cleared Transactions</b>	<u>157,863.18</u>
<b>Cleared Balance</b>	<u><b>508,185.18</b></u>
<b>Uncleared Transactions</b>	
Checks and Payments - 4 items	-6,314.13
Deposits and Credits - 3 items	7,354.71
<b>Total Uncleared Transactions</b>	<u>1,040.58</u>
<b>Register Balance as of 03/31/2020</b>	<u><b>509,225.76</b></u> 
<b>New Transactions</b>	
Checks and Payments - 12 ite...	-30,510.23
<b>Total New Transactions</b>	<u>-30,510.23</u>
<b>Ending Balance</b>	<u><b>478,715.53</b></u>



**raw land,  
livestock  
& farm  
equipment.**

AGRICULTURAL LOANS  
AVAILABLE

## PUBLIC FUNDS

### Account Summary

Date	Description	Amount
02/29/2020	<b>Beginning Balance</b>	<b>\$350,322.00</b>
	9 Credit(s) This Period	\$282,404.30
	27 Debit(s) This Period	\$124,541.12
03/31/2020	<b>Ending Balance</b>	<b>\$508,185.18</b>

### Interest Summary

Description	Amount
Annual Percentage Yield Earned	0.10%
Interest Days	32
Interest Earned	\$40.42
Interest Paid This Period	\$40.42
Interest Paid Year-to-Date	\$113.12

### Account Activity

Post Date	Description	Debits	Credits	Balance
02/29/2020	<b>Beginning Balance</b>			<b>\$350,322.00</b>
03/02/2020	CHECK # 12535	\$103.50		\$350,218.50
03/02/2020	CHECK	\$371.76		\$349,846.74
03/03/2020	DEPOSIT		\$250.00	\$350,096.74
03/03/2020	DEPOSIT		\$6,571.66	\$356,668.40
03/03/2020	CHECK # 12543	\$4,220.26		\$352,448.14
03/03/2020	CHECK # 12544	\$4,504.86		\$347,943.28
03/03/2020	CHECK # 12545	\$8,410.37		\$339,532.91
03/04/2020	CHECK # 12550	\$4,899.55		\$334,633.36
03/04/2020	CHECK # 12549	\$6,576.69		\$328,056.67
03/05/2020	BIOMERICS FMI LEASE 1702/1704		\$12,191.31	\$340,247.98
03/05/2020	CHECK # 12547	\$1,000.00		\$339,247.98
03/09/2020	CHECK # 12539	\$400.01		\$338,847.97
03/10/2020	CHECK # 12548	\$15.17		\$338,832.80
03/10/2020	CHECK # 12542	\$1,400.00		\$337,432.80
03/12/2020	DEPOSIT		\$11,271.41	\$348,704.21
03/12/2020	DRAW FROM NOTE 20028602 PER MQ/MLW		\$50,283.17	\$398,987.38
03/12/2020	CHECK # 12541	\$35.00		\$398,952.38
03/12/2020	CHECK # 12540	\$51.39		\$398,900.99
03/13/2020	AEDC Sales CITY OF ATHENS MAR2020 Sales Tax Allocation		\$116,502.78	\$515,403.77
03/18/2020	CHECK # 12566	\$34.00		\$515,369.77
03/20/2020	DEPOSIT		\$754.97	\$516,124.74
03/23/2020	CHECK # 12562	\$144.98		\$515,979.76
03/23/2020	CHECK # 12553	\$285.02		\$515,694.74
03/23/2020	CHECK # 12561	\$511.76		\$515,182.98
03/24/2020	CHECK # 12564	\$3,927.50		\$511,255.48
03/24/2020	CHECK # 12563	\$349.99		\$510,905.49
03/24/2020	CHECK # 12557	\$1,000.00		\$509,905.49
03/25/2020	DRAW FROM NOTE 20028602 PER MQ/MLW		\$84,538.58	\$594,444.07
03/25/2020	CHECK # 12555	\$31.36		\$594,412.71
03/25/2020	CHECK # 12552	\$270.00		\$594,142.71
03/25/2020	CHECK # 12556	\$908.79		\$593,233.92
03/25/2020	CHECK # 12551	\$84,538.58		\$508,695.34
03/26/2020	STOP ITEM CHARGE(S)	\$32.50		\$508,662.84
03/30/2020	CHECK # 12560	\$71.56		\$508,591.28
03/31/2020	CHECK # 12565	\$446.52		\$508,144.76
03/31/2020	INTEREST		\$40.42	\$508,185.18
03/31/2020	<b>Ending Balance</b>			<b>\$508,185.18</b>

### Checks Cleared

Check Nbr	Date	Amount	Check Nbr	Date	Amount	Check Nbr	Date	Amount
0	03/02/2020	\$371.76	12540	03/12/2020	\$51.39	12543	03/03/2020	\$4,220.26
12535*	03/02/2020	\$103.50	12541	03/12/2020	\$35.00	12544	03/03/2020	\$4,504.86
12539*	03/09/2020	\$400.01	12542	03/10/2020	\$1,400.00	12545	03/03/2020	\$8,410.37



# Pledge Security Listing

March 31, 2020

Coupon	Maturity Date	Call Date	Moody	S&P	Fitch	ASC 320	Face Amount	Current Par	Current Book Value	Market Value	Gain(Loss)
5.50	11/01/2021		AAA	AA+	AAA	AFS	3,000,000	12,250.53	12,251.26	12,593.20	341.94
5.50	01/01/2022		AAA	AA+	AAA	AFS	1,004,023	5,566.86	5,566.86	5,731.87	165.00
3.00	02/15/2021		NR	A+	NR	AFS	345,000	345,000.00	349,524.29	347,754.22	(1,770.07)
3.00	02/15/2028	02/15/2023	NR	AA	NR	AFS	580,000	580,000.00	587,979.09	592,024.35	4,045.26
3.00	02/15/2021		AAA	AAA	AAA	AFS	200,000	200,000.00	202,727.59	201,856.75	(870.84)
3.00	08/15/2020		AAA	AAA	AAA	AFS	400,000	400,000.00	402,557.98	401,589.20	(968.78)
2.63	08/15/2022		AAA	AAA	AAA	AFS	300,000	300,000.00	300,000.00	314,001.00	14,001.00
2.25	03/11/2022		AAA	AA+	AAA	AFS	250,000	250,000.00	251,313.31	257,568.46	6,255.15
							<b>6,079,023</b>	<b>2,092,817.39</b>	<b>2,111,920.38</b>	<b>2,133,119.05</b>	<b>21,198.66</b>


Although the information in this report has been obtained from sources believed to be reliable, its accuracy cannot be guaranteed.



12:44 PM

04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
1020 · VERA BANK USDA RLF - RESTRICTED, Period Ending 03/31/2020

	<u>Mar 31, 20</u>	
Beginning Balance	181,095.08	
Cleared Transactions		
Deposits and Credits - 1 it...	<u>1,701.43</u>	
Total Cleared Transactions	<u>1,701.43</u>	
<b>Cleared Balance</b>	<b><u><u>182,796.51</u></u></b>	
Uncleared Transactions		
Deposits and Credits - 1 it...	<u>1,633.47</u>	
Total Uncleared Transactions	<u>1,633.47</u>	
Register Balance as of 03/31/2020	<b><u><u>184,429.98</u></u></b>	
Ending Balance	184,429.98	



# VERABANK

VeraBank, N.A.  
P.O. Box 1009  
Henderson, TX 75653-1009

00011804 TC02445S040120034511 01 00000000 0013125 003



ATHENS ECONOMIC DEVELOPMENT CORPORATION  
201 W CORSICANA ST STE 103  
ATHENS TX 75751-2414

Statement Date 03/31/2020  
Statement Thru Date 03/31/2020  
Checks/Items Enclosed 1  
Page 1

## Customer Service Information

- Customer Service:**  
(877) 566-2621 or (903) 657-8521
- Email Us At:**  
contactus@verabank.com
- Visit Us Online:**  
www.verabank.com

## BASIC BUSINESS CHECKING

Account Owner(s): ATHENS ECONOMIC DEVELOPMENT CORPORATION

### Balance Summary

<b>Beginning Balance as of 03/01/2020</b>	<b>\$181,095.08</b>
+ Deposits and Credits (1)	\$1,701.43
- Withdrawals and Debits (0)	\$0.00
<b>Ending Balance as of 03/31/2020</b>	<b>\$182,796.51</b>
Service Charges for Period	\$0.00

## CREDITS

Date	Description	Deposits
Mar 03	DEPOSIT	1,701.43

## DAILY BALANCE SUMMARY

Date	Balance
Mar 03	182,796.51




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teller today!

2:03 PM  
04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
1040 · LOGIC INVESTMENT ACCT, Period Ending 03/31/2020

	<u>Mar 31, 20</u>	
Beginning Balance	1,319,324.48	
Cleared Transactions		
Deposits and Credits - 1 it...	<u>1,597.84</u>	
Total Cleared Transactions	<u>1,597.84</u>	
<b>Cleared Balance</b>	<b><u>1,320,922.32</u></b>	
Register Balance as of 03/31/2020	1,320,922.32	
Ending Balance	1,320,922.32	



ATHENS EDC  
ATTN MANDIE QUIGG  
201 W CORSICANA ST STE 3  
ATHENS TX 75751-2414

## MONTHLY STATEMENT OF ACCOUNT

**ACCOUNT NAME:** OPERATING

**STATEMENT PERIOD:** 03/01/2020 - 03/31/2020

LOGIC MONTHLY SUMMARY: THE AVERAGE MONTHLY RATE WAS 1.4261%. THE AVERAGE WEIGHTED AVERAGE MATURITY WAS 35 DAYS AND THE NET ASSET VALUE FOR 3/31/20 WAS 0.999156.

### MONTHLY ACTIVITY DETAIL

TRANSACTION DATE	DESCRIPTION	CONFIRMATION NUMBER	TRANSACTION AMOUNT	BALANCE
	BEGINNING BALANCE			1,319,324.48
03/31/2020	MONTHLY POSTING	9999888	1,597.84	1,320,922.32
	ENDING BALANCE			1,320,922.32

### MONTHLY ACCOUNT SUMMARY


BEGINNING BALANCE	1,319,324.48
TOTAL DEPOSITS	0.00
TOTAL WITHDRAWALS	0.00
TOTAL INTEREST	1,597.84
ENDING BALANCE	1,320,922.32
AVERAGE BALANCE	1,319,376.02

### ACTIVITY SUMMARY (YEAR-TO-DATE)

ACCOUNT NAME	DEPOSITS	WITHDRAWALS	INTEREST
OPERATING	0.00	0.00	5,450.42

2:02 PM  
04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
1050 · TEXSTAR INVESTMENT ACCOUNT, Period Ending 03/31/2020

	<u>Mar 31, 20</u>	
Beginning Balance	886,116.10	
Cleared Transactions		
Deposits and Credits - 1 it...	<u>720.19</u>	
Total Cleared Transactions	<u>720.19</u>	
<b>Cleared Balance</b>	<b><u>886,836.29</u></b>	
Register Balance as of 03/31/2020	886,836.29	
Ending Balance	886,836.29	



ATHENS EDC  
 ATTN MANDIE QUIGG  
 201 W CORSICANA ST STE 3  
 ATHENS TX 75751-2414

## MONTHLY STATEMENT OF ACCOUNT

**ACCOUNT NAME:** OPERATING

**STATEMENT PERIOD:** 03/01/2020 - 03/31/2020

TEXSTAR MONTHLY SUMMARY: THE AVERAGE MONTHLY RATE WAS 0.9570%. THE AVERAGE WEIGHTED AVERAGE MATURITY WAS 27 DAYS AND THE NET ASSET VALUE FOR 3/31/20 WAS 1.000685.

### MONTHLY ACTIVITY DETAIL

TRANSACTION DATE	DESCRIPTION	CONFIRMATION NUMBER	TRANSACTION AMOUNT	BALANCE
	BEGINNING BALANCE			886,116.10
03/31/2020	MONTHLY POSTING	9999888	720.19	886,836.29
	ENDING BALANCE			886,836.29

### MONTHLY ACCOUNT SUMMARY

BEGINNING BALANCE	886,116.10
TOTAL DEPOSITS	0.00
TOTAL WITHDRAWALS	0.00
TOTAL INTEREST	720.19
ENDING BALANCE	886,836.29
AVERAGE BALANCE	886,139.33

### ACTIVITY SUMMARY (YEAR-TO-DATE)

ACCOUNT NAME	DEPOSITS	WITHDRAWALS	INTEREST
OPERATING	266,000.00	0.00	2,814.87

12:18 PM

04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
1061 · FSB 8946 - CD 6 MO., Period Ending 03/31/2020

	<u>Mar 31, 20</u>
Beginning Balance	1,020,906.10
Cleared Balance	1,020,906.10
Register Balance as of 03/31/2...	1,020,906.10
Ending Balance	1,020,906.10



## CERTIFICATE OF DEPOSIT -

### Account information

Current balance	\$1,020,906.10	Interest rate	1.00%
Accrued interest	<b>\$1,846.02</b>	Term	<b>6 months</b>
Next interest payment Apr 30, 2020	<b>\$0.00</b>	Interest paid 2020	<b>\$2,566.77</b>
Pay interest to	<b>This account</b>	Interest paid 2019	<b>\$10,158.65</b>
Maturity date	<b>Jul 31, 2020</b>		

Hide details 

### Search transactions

#### Amount

#### Date

[Switch to range](#)

Search









Clear search

### Transactions

 Scheduled  Pending  Posted

 Filter 

 Print

Date 	Description 	Amount 	Balance
 Apr 06, 2020	PENDING TRANSACTIONS	-1,000,000.00	20,906.10
 Jan 30, 2020	INTEREST AT 1.0000	2,566.77	1,020,906.10
 Oct 30, 2019	INTEREST AT 1.0011	2,563.10	1,018,339.33
 Jul 30, 2019	INTEREST AT 1.0000	2,526.19	1,015,776.23
 Apr 30, 2019	INTEREST AT 1.0144	2,528.19	1,013,250.04



12:36 PM

04/06/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
 2810 · FSB 8602 - BIOMERICS RENO, Period Ending 04/30/2020

	Apr 30, 20
<b>Beginning Balance</b>	629,239.44
<b>Cleared Transactions</b>	
Charges and Cash Advances - 2 it...	-134,821.75
Payments and Credits - 3 items	20,717.46
<b>Total Cleared Transactions</b>	-114,104.29
<b>Cleared Balance</b>	<b>743,343.73</b>
<b>Register Balance as of 04/30/2020</b>	743,343.73
<b>Ending Balance</b>	743,343.73

743,343.73  
 20,717.46 +



-----  
 764,061.19 = Balance AO 03.31.20

Commercial Loans –

Account information

Amount due May 04, 2020 <b>\$6,905.82</b>	Principal balance <b>\$743,343.73</b>
Interest rate <b>3.00%</b>	Available credit <b>\$235,938.81</b>
Last payment Apr 03, 2020 <b>\$8,591.47</b>	Estimated payoff amount <b>\$743,537.48</b>
Last advance Mar 25, 2020 <b>\$84,538.58</b>	Maturity date <b>Feb 04, 2027</b>
	Origination date <b>Aug 19, 2019</b>
One day's interest <b>\$61.94</b>	Accrued interest <b>\$193.75</b>
Interest paid 2020 <b>\$6,285.85</b>	Fee balance <b>\$0.00</b>
Interest paid 2019 <b>\$4,525.09</b>	

Hide details ▲

Search transactions

Amount

Date

[Switch to range](#)

Search

Clear search

Transactions

 Scheduled    Pending    Posted

 Filter ▼

 Print

Date ▼

Description ◊

Amount ◊

Balance

Date ▼	Description ◊	Amount ◊	Balance
● Apr 03, 2020	<input type="button" value="Hide details"/> Principal: 6,905.82 Interest: 1,685.65	<div style="border: 1px solid red; padding: 5px;"> 764,061.19 ACCT 2370.01  20,717.46 - ACCT 2370.1  -----  743,343.73 = TOTAL </div>	-8,591.47 743,343.73
● Mar 25, 2020	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	84,538.58	750,249.55
● Mar 12, 2020	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	50,283.17	665,710.97
● Mar 03, 2020	<input type="button" value="Hide details"/> Principal: 6,905.82 Interest: 1,504.55	-8,410.37	615,427.80
● Feb 05, 2020	<input type="button" value="Show details"/>	-8,629.49	622,333.62
● Jan 07, 2020	<input type="button" value="Show details"/>	-1,371.98	629,239.44
● Dec 23, 2019	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	92,137.93	629,239.44
● Dec 23, 2019	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	6,011.96	537,101.51
● Dec 12, 2019	<input type="button" value="Show details"/>	-1,345.48	531,089.55
● Nov 14, 2019	<input type="button" value="Show details"/>	-1,280.11	531,089.55
● Oct 29, 2019	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	27,347.55	531,089.55
● Oct 29, 2019	PRINCIPAL ADVANCE <input type="button" value="Show details"/>	8,218.10	503,742.00
● Oct 02, 2019	<input type="button" value="Show details"/>	-1,899.50	495,523.90
● Aug 19, 2019	NEW LOAN ADVANCE <input type="button" value="Show details"/>	495,523.90	495,523.90



8:53 AM  
03/11/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
2820 · FSB 8190 - AIRPORT 296.142 ACRE, Period Ending 03/31/2020

	<u>Mar 31, 20</u>
Beginning Balance	471,417.88
Cleared Transactions	
Payments and Credits - 1 it...	<u>3,492.89</u>
Total Cleared Transactions	<u>3,492.89</u>
Cleared Balance	<u><b>467,924.99</b></u>
Register Balance as of 03/31/2020	467,924.99
Ending Balance	467,924.99



Tax Exempt Muni R/E -

### Account information

Amount due Apr 17, 2020

**\$4,504.86**

Principal balance

**\$467,924.99**

Interest rate

**2.76%**

Available credit

**\$0.00**

Last payment Mar 03, 2020

**\$4,504.86**

Estimated payoff amount

**\$467,996.73**

Last advance Feb 17, 2015

**\$663,360.00**

Maturity date

**Feb 17, 2030**

Origination date

**Feb 17, 2015**

One day's interest

**\$35.87**

Accrued interest

**\$71.74**

Interest paid 2020

**\$2,948.52**

Fee balance

**\$0.00**

Interest paid 2019

**\$13,476.50**

Hide details 

### Search transactions

Amount

Date

[Switch to range](#)

Search

Clear search

### Transactions



Scheduled



Pending



Posted



Filter 



Print

Date 

Description 


Amount 

Balance

Date ▼	Description ◇	Amount ◇	Balance
● Mar 03, 2020	<a href="#">Hide details</a> Principal: 3,492.89 Interest: 1,011.97	-4,504.86	467,924.99
● Feb 05, 2020	<a href="#">Hide details</a> Principal: 3,485.41 Interest: 1,019.45	-4,504.86	471,417.88
● Jan 07, 2020	<a href="#">Hide details</a> Principal: 3,587.76 Interest: 917.10	-4,504.86	474,903.29
● Dec 12, 2019	<a href="#">Show details</a>	-4,504.86	478,491.05
● Nov 14, 2019	<a href="#">Show details</a>	-4,504.86	481,961.30
● Oct 22, 2019	<a href="#">Show details</a>	-4,504.86	485,647.04
● Sep 24, 2019	<a href="#">Show details</a>	-4,504.86	489,101.97
● Aug 21, 2019	<a href="#">Show details</a>	-4,504.86	492,361.16
● Jul 18, 2019	<a href="#">Show details</a>	-4,504.86	495,612.13
● Jun 18, 2019	<a href="#">Show details</a>	-4,504.86	498,969.37
● May 15, 2019	<a href="#">Show details</a>	-4,504.86	502,203.66
● Apr 19, 2019	<a href="#">Show details</a>	-4,504.86	505,700.50
● Mar 18, 2019	<a href="#">Show details</a>	-4,504.86	508,995.65
● Feb 14, 2019	<a href="#">Show details</a>	-4,504.86	512,165.47
● Jan 18, 2019	<a href="#">Show details</a>	-4,504.86	515,642.49
● Dec 21, 2018	<a href="#">Show details</a>	-4,504.86	519,072.87
● Nov 23, 2018	<a href="#">Show details</a>	-4,504.86	522,456.20
● Oct 15, 2018	<a href="#">Show details</a>	-4,504.86	525,430.31

8:57 AM  
03/11/20

**Athens Economic Development Corporation**  
**Reconciliation Summary**  
2830 · FSB 8620 - MORTGAGE APC, Period Ending 03/31/2020

	<u>Mar 31, 20</u>	
Beginning Balance	98,464.20	
Cleared Transactions		
Payments and Credits - 1 it...	<u>4,018.09</u>	
Total Cleared Transactions	<u>4,018.09</u>	
<b>Cleared Balance</b>	<b><u>94,446.11</u></b>	
Register Balance as of 03/31/2020	94,446.11	
Ending Balance	94,446.11	

Tax Exempt Municipal –

### Account information

Amount due Apr 14, 2020

**\$4,220.26**

Interest rate

**2.64%**

Last payment Mar 03, 2020

**\$4,220.26**

Last advance Sep 14, 2010

**\$1,088,500.00**

One day's interest

**\$6.92**

Interest paid 2020

**\$576.63**

Interest paid 2019

**\$4,021.27**

Principal balance

**\$94,446.11**

Available credit

**\$0.00**

Estimated payoff amount

**\$94,459.96**

Maturity date

**Feb 14, 2022**

Origination date

**Sep 14, 2010**

Accrued interest

**\$13.85**

Fee balance

**\$0.00**

Hide details ▲

### Search transactions

Amount

Date

[Switch to range](#)

Search

Clear search

### Transactions



Scheduled



Pending



Posted



Filter ▼



Print


Date ▼

Description ◊

Amount ◊

Balance



Date ▼	Description ↕	Amount ↕	Balance
● Mar 03, 2020	Hide details Principal: 4,018.09 Interest: 202.17	-4,220.26	94,446.11 
● Feb 05, 2020	Hide details Principal: 4,009.85 Interest: 210.41	-4,220.26	98,464.20
● Jan 07, 2020	Hide details Principal: 4,056.21 Interest: 164.05	-4,220.26	102,474.05
● Dec 16, 2019	Show details	-4,263.98	106,530.26
● Nov 30, 2019	RATE CHANGE OVER: 2.6400 UNDER: .0000 SPLIT:	-0.00	110,510.93
● Nov 14, 2019	Show details	-4,263.98	110,510.93
● Oct 22, 2019	Show details	-4,263.98	114,555.10
● Sep 24, 2019	Show details	-4,263.98	118,529.61
● Aug 21, 2019	Show details	-4,263.98	122,440.60
● Jul 18, 2019	Show details	-4,263.98	126,340.93
● Jun 10, 2019	Show details	-4,263.98	130,173.46
● May 15, 2019	Show details	-4,263.98	134,144.93
● Apr 19, 2019	Show details	-4,263.98	138,095.74
● Mar 11, 2019	Show details	-4,263.98	141,889.44
● Feb 14, 2019	Show details	-4,263.98	145,810.04
● Jan 18, 2019	Show details	-4,263.98	149,734.46
● Dec 24, 2018	Show details	-4,315.27	153,676.75
● Nov 30, 2018	RATE CHANGE OVER: 3.1400 UNDER: .0000 SPLIT:	-0.00	156,720.84
● Nov 13, 2018	Show details	-4,315.27	156,720.84

**Manage loans**  
Balances - loan

Quick Links:  
Manage next scheduled requests

## Loan Activity


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[Select a different note or loan action](#)

**Report created:** 04/06/2020 01:15:52 PM (ET)  
**Current as of:** 04/06/2020  
**Loan account:** Commercial  
**Note ID:** [8723044](#)  
**Transaction date range:** 01/06/2020 to 04/05/2020 [Edit date range](#)

Download as:

(To view a breakdown of associated charges, click on the Other Charges amount.)

<b>Transaction Type</b>	<b>Transaction Effective Date</b>	<b>Amount</b>	<b>Allocated To Principal</b>	<b>Allocated To Interest</b>	<b>Other Charges</b>	<b>Current Balance</b>
Regular Payment	04/03/2020	\$6,576.69	\$5,957.48	\$619.21	<a href="#">\$0.00</a>	\$318,959.27
Regular Payment	03/03/2020	\$6,576.69	\$6,027.38	\$549.31	<a href="#">\$0.00</a>	\$324,916.75 
Regular Payment	02/05/2020	\$6,576.69	\$5,976.03	\$600.66	<a href="#">\$0.00</a>	\$330,944.13
Regular Payment	01/07/2020	\$6,576.69	\$6,027.38	\$549.31	<a href="#">\$0.00</a>	\$336,920.16

**Manage loans**

Balances - loan

Quick Links:

Manage next scheduled requests

## Loan Activity


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**Report created:** 04/06/2020 01:16:30 PM (ET)  
**Current as of:** 04/06/2020  
**Loan account:** • Commercial  
**Note ID:** [8796211](#)  
**Transaction date range:** 01/06/2020 to 04/05/2020 [Edit date range](#)

Download as:

(To view a breakdown of associated charges, click on the Other Charges amount.)

<b>Transaction Type</b>	<b>Transaction Effective Date</b>	<b>Amount</b>	<b>Allocated To Principal</b>	<b>Allocated To Interest</b>	<b>Other Charges</b>	<b>Current Balance</b>
Regular Payment	04/03/2020	\$4,899.55	\$4,210.24	\$689.31	<a href="#">\$0.00</a>	\$276,665.63
Regular Payment	03/03/2020	\$4,899.55	\$4,290.01	\$609.54	<a href="#">\$0.00</a>	\$280,875.87 
Regular Payment	02/05/2020	\$4,899.55	\$4,235.13	\$664.42	<a href="#">\$0.00</a>	\$285,165.88
Regular Payment	01/07/2020	\$4,899.55	\$4,295.03	\$604.52	<a href="#">\$0.00</a>	\$289,401.01

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**AEDC SALES TAX RECEIPTS  
NET PAYMENT RECEIVED  
ATHENS, TEXAS (4B, 1/2 Cent)**

MONTH	FY 17-18	FY 16-17	FY 15-16	FY 14-15	FY 13-14
OCTOBER	108,836.90	107,305.97	100,033.48	108,640.57	95,873.38
NOVEMBER	117,246.80	123,854.04	126,094.85	117,169.53	123,525.27
DECEMBER	100,882.04	100,190.32	98,614.40	93,548.09	95,434.94
JANUARY	105,904.29	104,831.24	105,572.58	103,198.20	101,042.03
FEBRUARY	135,223.06	142,065.60	137,952.72	137,110.33	137,272.96
MARCH	99,801.86	96,194.44	94,796.44	88,087.27	89,051.01
APRIL	99,940.12	97,806.73	102,775.39	95,333.91	91,620.96
MAY	133,495.66	142,483.97	135,949.66	119,122.56	117,154.07
JUNE	99,808.07	106,301.05	97,550.99	101,324.19	112,928.59
JULY	128,757.05	119,092.23	98,115.73	96,444.60	100,722.45
AUGUST	132,315.21	117,996.61	126,910.25	121,918.17	114,244.67
SEPTEMBER	113,469.36	103,994.74	113,855.77	103,720.90	95,950.01
<b>TOTAL</b>	<b>\$1,375,680.42</b>	<b>\$1,362,116.94</b>	<b>\$1,338,222.26</b>	<b>\$1,285,618.32</b>	<b>\$1,274,820.34</b>

<b>AEDC Monthly Sales Tax Revenue Analysis</b>					
MONTH	5 FY Average 13-14 to 17-18	FY 18-19 YTD	FY 19-20 YTD	YTD FY 19-20 vs 18-19	YTD FY 19-20 vs 18-19
OCTOBER	\$104,138.06	123,182.16	125,114.43	1,932.27	1.57%
NOVEMBER	\$121,578.10	132,359.17	135,179.02	2,819.85	2.13%
DECEMBER	\$97,733.96	119,093.34	123,767.09	4,673.75	3.92%
JANUARY	\$104,109.67	117,496.46	121,308.26	3,811.80	3.24%
FEBRUARY	\$137,924.93	137,695.15	177,413.13	39,717.98	28.84%
MARCH	\$93,586.20	105,701.32	116,502.78	10,801.46	10.22%
APRIL	\$97,495.42	106,390.54			
MAY	\$129,641.18	146,602.86			
JUNE	\$103,582.58	123,523.65			
JULY	\$108,626.41	121,734.09			
AUGUST	\$122,676.98	136,952.28			
SEPTEMBER	\$106,198.16	125,563.94			
<b>TOTAL</b>	<b>\$1,327,291.66</b>	<b>\$1,496,294.96</b>	<b>\$799,284.71</b>	<b>\$63,757.11</b>	<b>8.67%</b>

**ATHENS ECONOMIC DEVELOPMENT CORPORATION**  
**SCHEDULE OF COMMITMENTS**  
**03/31/2020**

INDIVIDUAL GRANTS	PRIOR YEAR 2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	Totals
HVAC AGREEMENT #2	\$ -					
HVAC AGREEMENT #3	\$ 324,800.00	\$ -	\$ 6,000.00	\$ 28,500.00		
HVAC AGREEMENT #4	\$ -	\$ 130,000.00				
BIOMERICS FMI LLC TENANT IMPROVEMENTS	\$ 531,089.55	\$ 468,910.45	<b>SEE NOTE #2</b>			
BIOMERICS FMI LLC	\$ 15,000.00					
CLAYTON HOMES	\$ -	\$ 60,000.00	\$ 30,000.00	\$ 30,000.00		
DILLON MFG AKA EXPRESS PRODUCTS INC	\$ 23,000.00	\$ 12,000.00	\$ 9,000.00	\$ 3,000.00	\$ 3,000.00	
ATHENS SCREEN PRINTING	\$ -	\$ 3,000.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	
WINTERS OIL (INFRASTRUCTURE)	\$ -	\$ 250,000.00				
OAKWOOD ASSISTED LIVING (INFRASTRUCTURE)	\$ -	\$ 250,000.00				
	<b>\$ 893,889.55</b>	<b>\$ 1,173,910.45</b>	<b>\$ 46,500.00</b>	<b>\$ 63,000.00</b>	<b>\$ 4,500.00</b>	<b>\$ 2,181,800.00</b>
COMMUNITY DEVELOPMENT GRANTS	PRIOR YEAR 2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	Totals
2018-2019 TOTAL AMOUNT	\$ 60,000.00					
10/25/18 HENDERSON COUNTY FAIRPARK	\$ (30,000.00)					
8/15/19 HENDERSON COUNTY FAIRPARK	\$ (19,000.00)					
9/1/19 ETX ARBORETUM	\$ (5,000.00)					
<b>SEE NOTE #12</b>	<b>\$ 6,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,000.00</b>
BUSINESS ASSISTANCE GRANTS	PRIOR YEAR 2018-2019	2019-2020	2020-2021	2021-2022	2022-2023	Totals
2018-2019 TOTAL AMOUNT	\$ 88,036.00					
12/17/18 KATHY'S BOUTIQUE	\$ (10,381.11)					
12/17/18 ATHENS TRAILER & TRUCK	\$ (2,228.00)					
1/16/19 MARK MCCAIN	\$ (8,100.20)					
4/12/19 RELIABLE ONE	\$ (12,500.00)					
7/2/19 SILVER LINE ROOFING	\$ (9,667.00)					
<b>SEE NOTE #12</b>	<b>\$ 45,159.69</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 45,159.69</b>
<b>GRAND TOTAL BALANCE</b>	<b>\$ 945,049.24</b>	<b>\$ 1,173,910.45</b>	<b>\$ 46,500.00</b>	<b>\$ 63,000.00</b>	<b>\$ 4,500.00</b>	<b>\$ 2,232,959.69</b>

NOTE #2: RENT ABATEMENT OF 60,404.85 IS INCLUDED IN REPAYMENT AGREEMENT BUT NOT CASH.

NOTE #12: COMMUNITY DEVELOPMENT & BUSINESS ASSISTANCE GRANTS, NO FILE FOUND. VERIFIED PAID TO-DATE.

# Athens Economic Development Corporation

## Agenda Memorandum for Board Meeting



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**AGENDA DATE:** 04/21/2020

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**DEPARTMENT:** AEDC

**CONTACT:** Joanie Ahlers, Economic Development Director

**SUBJECT:** Consider discussion and possible action regarding the approval of reimbursements to the City of Athens for AEDC expenditures, payroll and 2<sup>nd</sup> Quarter Admin Fee.

**SUMMARY:** The City of Athens has incurred expenditures on behalf of the AEDC in the amounts of \$13,163.43 through March 31, 2020. These expenditures include contract labor expenses for contract staff, cell phone expenditures for AEDC Director, credit card expenditures by the AEDC Director and other operating expenditures. In addition to operating expenditures, payroll expenses through March 31, 2020 totaled \$38,242.41. The 2<sup>nd</sup> Quarter Administrative Fee is due in the amount of \$2,700 per the Administrative Services Agreement previously approved by the board.

**BACKGROUND:** N/A

**ISSUE:** N/A

**ALTERNATIVES:** N/A

**FISCAL IMPACT:** \$54,105.84

**RECOMMENDATION:** It is recommended that the board discuss and take action to either approve the request as is or request changes.



# Invoice

**To:** Athens Economic Development  
201 W. Corsicana Suite 3  
Athens, TX 75751

**Invoice Date:** 03/31/2020  
**Invoice Number:** 190997

Reimbursement for expenditures incurred by COA through 03/31/2020:

- Reimbursable Expenditures - \$13,163.43
- Payroll Expenditures - \$38,242.41
- 2<sup>nd</sup> Quarter Administrative Fee - \$2,700

**Amount Due: \$54,105.84**

**Please Remit Payment To:**  
**CITY OF ATHENS**  
**508 E. TYLER**  
**ATHENS, TEXAS 75751**  
**(903) 675-5131**

FUND : 10 -GENERAL FUND  
DEPT : N/A

PERIOD TO USE: Oct-2019 THRU Sep-2020  
ACCOUNTS: 1300.94 THRU 1300.94

POST DATE TRAN # REFERENCE PACKET=====DESCRIPTION===== VEND INV/PO/JE # NOTE =====AMOUNT===== BALANCE=====

POST	DATE	TRAN #	REFERENCE	PACKET=====DESCRIPTION=====	VEND	INV/PO/JE #	NOTE	=====AMOUNT=====	BALANCE=====
1300.94				DT/DF AEDC OPERATIONS B E G I N N I N G B A L A N C E					0.19CR
10/09/19	11/21	A90763	CHK: 078004	13264 V FRANKLIN 9/29/19-10/5/	12610			988.00	987.81
				WORKCO , INC. INV# 32841		/PO#			
10/16/19	10/25	A90211	CHK: 077828	13208 V FRANKLIN 10/6/19-10/12	12610			988.00	1,975.81
				WORKCO , INC. INV# 32858		/PO#			
10/22/19	10/25	A90212	CHK: 077828	13208 V FRANKLIN 10/13/19-10/1	12610			988.00	2,963.81
				WORKCO , INC. INV# 32873		/PO#			
10/30/19	11/08	A90458	CHK: 077926	13234 V FRANKLIN 10/20/19-10/2	12610			988.00	3,951.81
				WORKCO , INC. INV# 32888		/PO#			
10/31/19	11/21	A90869	CHK: 077947	13264 ATTORNEY CHARGES FOR AED	26800			697.50	4,649.31
				BROWN & HOFMEISTER LLP INV# 0561-001-39132JLM		/PO#			
				===== OCTOBER ACTIVITY DB: 4,649.50 CR: 0.00				4,649.50	
11/03/19	11/21	A90978	CHK: 078009	13280 ROBERTSON-BROOKSHIRES 11	18760			55.66	4,704.97
				CITIBANK INV# OCT 2019		/PO#			
11/03/19	11/21	A90978	CHK: 078009	13280 ROBERTSON-SQ SQ SNOWFL	18760			16.58	4,721.55
				CITIBANK INV# OCT 2019		/PO#			
11/06/19	11/08	A90459	CHK: 077926	13234 V FRANKLIN 10/27/19-11/2	12610			988.00	5,709.55
				WORKCO , INC. INV# 32902		/PO#			
11/12/19	11/21	A90764	CHK: 078004	13264 V FRANKLIN 11/03/19-11/0	12610			963.30	6,672.85
				WORKCO , INC. INV# 32916		/PO#			
11/19/19	11/21	A90765	CHK: 078004	13264 V FRANKLIN 11/10/19-11/1	12610			808.93	7,481.78
				WORKCO , INC. INV# 32929		/PO#			
11/25/19	12/05	A91080	CHK: 078075	13290 V FRANKLIN 11/17-11/23/1	12610			988.00	8,469.78
				WORKCO , INC. INV# 32943		/PO#			
				===== NOVEMBER ACTIVITY DB: 3,820.47 CR: 0.00				3,820.47	
12/03/19	1/03	A91717	CHK: 078235	13337 V FRANKLIN 11/24/19-11/3	12610			629.85	9,099.63
				WORKCO , INC. INV# 32958		/PO#			
12/10/19	1/03	A91719	CHK: 078235	13337 V FRANKLIN 12/1/19-12/7/	12610			988.00	10,087.63
				WORKCO , INC. INV# 32973		/PO#			
12/13/19	1/03	A91792	CHK: 078202	13337 EDC TRAINING PER DIEM	28190			90.75	10,178.38
				JOAN AHLERS INV# 12/12/19		/PO#			
12/18/19	1/03	A91721	CHK: 078235	13337 V FRANKLIN 12/8/19-12/14	12610			1,284.40	11,462.78
				WORKCO , INC. INV# 32988		/PO#			
12/23/19	1/03	A91715	CHK: 078235	13337 V FRANKLIN 12/8/19-12/14	12610			296.40CR	11,166.38
				WORKCO , INC. INV# 33003		/PO#			
12/23/19	1/03	A91723	CHK: 078235	13337 V FRANKLIN 12/15/19-12/2	12610			988.00	12,154.38
				WORKCO , INC. INV# 33004		/PO#			
12/31/19	1/16	A91991	CHK: 078349	13350 V FRANKLIN 12/22/19-12/2	12610			592.80	12,747.18
				WORKCO , INC. INV# 33018		/PO#			
12/31/19	1/28	B44351		12094 RECORD INVOICE FOR EDC		JE# 021194	000203	12,401.38CR	345.80
				===== JOURNAL ENTRY NOTES					
				JE TO RECORD REIMBURSEMENT FROM AEDC FOR CONTRACT LABOR					
				STAFF, INSURANCE THAT WAS DISTRIBUTED TO ALL FUNDS, BROWN &					
				HOFMEISTER INVOICE, TRAVEL AND TRAINING FOR JOANIE AHLERS					
				AND 1ST QTR ADM FEE OF \$2,700 PER ADMIN AGREEMENT.					
				MQ					
				===== DECEMBER ACTIVITY DB: 4,573.80 CR: 12,697.78CR				8,123.98CR	

PAID ON 1ST QTR REIMBURSEMENT



POST	DATE	TRAN #	REFERENCE	PACKET=====DESCRIPTION=====	VEND	INV/PO/JE #	NOTE	=====AMOUNT=====	=====BALANCE=====
	1300.94			DT/DF AEDC OPERATIONS					
* ( CONTINUED ) *									
1/03/20	1/24	A92423	CHK: 078355	13381 QUIGG-MARRIOTT AUSTIN SO	18760			143.48	489.28
				CITIBANK		INV# DEC 2019	/PO#		
1/03/20	3/06	A93446	CHK: 078686	13479 QB6020.2	26290			307.00CR	182.28
				BXS INSURANCE, INC.		INV# 319039	/PO#		
1/07/20	1/16	A91992	CHK: 078349	13350 V FRANKLIN 12/29/19-1/4/	12610			790.40	972.68
				WORKCO , INC.		INV# 33032	/PO#		
1/09/20	1/16	A92008	CHK: 078345	13350 JAN 2020 VERIZON CHARGES	17360			52.49	1,025.17
				VERIZON WIRELESS		INV# 9845934792	/PO#		
1/09/20	1/16	A92008	CHK: 078345	13350 JAN 2020 VERIZON AHLERS	17360			488.98	1,514.15
				VERIZON WIRELESS		INV# 9845934792	/PO#		
1/14/20	2/17	A92927	CHK: 078591	13420 J AHLERS BUS CARDS	26100			40.78	1,554.93
				PROFORMA HORIZON TOTAL SO		INV# B325006660A	/PO#		
1/15/20	1/16	A91994	CHK: 078349	13350 VAL FRANKLIN 1/5/20-1/11	12610			988.00	2,542.93
				WORKCO , INC.		INV# INV 33045	/PO#		
1/21/20	2/17	A92815	CHK: 078607	13420 V FRANKLIN 01/12/20-01/1	12610			988.00	3,530.93
				WORKCO , INC.		INV# 33061	/PO#		
1/28/20	1/28	B44349		12093 AEDC 4TH QTR 2019 PR TAX RET		JE# 021193	000202	20.70	3,551.63
				===== JOURNAL ENTRY NOTES					
				POSTAGE FOR CERTIFIED LETTERS TO THE IRS FOR 4TH QTR 2019					
				PAYROLL TAX RETURNS. MAILED THE 941, 940, AND W2 COPIES.					
				POSTAGE ORIGINALLY CHARGED TO THE FINANCE DEPT AND WE SHOULD					
				BILL AEDC.					
1/29/20	1/30	B44356		12095 AEDC 2019 1099'S		JE# 021196	000205	6.90	3,558.53
				===== JOURNAL ENTRY NOTES					
				MAILED IRS COPY OF AEDC'S 2019 1099'S. POSTAGE ORIGINALLY					
				CHARGED TO FINANCE DEPT AND WE SHOULD BE AEDC.					
				RP.					
1/29/20	2/17	A92816	CHK: 078607	13420 V FRANKLIN 01/19/20-01/2	12610			790.40	4,348.93
				WORKCO , INC.		INV# 33076	/PO#		
				===== JANUARY ACTIVITY DB: 4,310.13 CR:				4,003.13	
2/01/20	3/06	A93447	CHK: 078686	13479 QB6020.2 ADD ARMORY & ED	26290			1,461.00	5,809.93
				BXS INSURANCE, INC.		INV# 317038	/PO#		
2/03/20	2/25	A93148	CHK: 078611	13450 AHLERS-TEDC MEMBER QB#60	18760			525.00	6,334.93
				CITIBANK		INV# JAN CC CHARGES	/PO#		
2/03/20	2/25	A93148	CHK: 078611	13450 AHLERS-AMZN MKTP QB#6001	18760			26.29	6,361.22
				CITIBANK		INV# JAN CC CHARGES	/PO#		
2/03/20	2/25	A93148	CHK: 078611	13450 AHLERS-AMZN MKTP QB#6001	18760			25.93	6,387.15
				CITIBANK		INV# JAN CC CHARGES	/PO#		
2/03/20	2/25	A93148	CHK: 078611	13450 AHLERS-RAILWAY CAFE QB#6	18760			65.21	6,452.36
				CITIBANK		INV# JAN CC CHARGES	/PO#		
2/05/20	2/17	A92817	CHK: 078607	13420 V FRANKLIN 01/26/20-02/0	12610			988.00	7,440.36
				WORKCO , INC.		INV# 33090	/PO#		
2/07/20	2/17	A92840	CHK: 078575	13420 TREE CUT DOWN @ 414 W CO	18860			300.00	7,740.36
				LUPES TREE SERVICE LLC		INV# 2/7/2020	/PO#		
2/09/20	2/27	A93170	CHK: 078675	13453 QB6015.6 FEB CELL PHONE	17360			36.16	7,776.52
				VERIZON WIRELESS		INV# 9848004827	/PO#		

FUND : 10 -GENERAL FUND  
DEPT : N/A

PERIOD TO USE: Oct-2019 THRU Sep-2020  
ACCOUNTS: 1300.94 THRU 1300.94

POST	DATE	TRAN #	REFERENCE	PACKET=====DESCRIPTION=====	VEND	INV/PO/JE #	NOTE	=====AMOUNT=====	=====BALANCE=====
1300.94 DT/DF AEDC OPERATIONS * ( CONTINUED ) *									
2/09/20	2/27	A93170	CHK: 078675	13453 QB6015.6 CELL PHONE INCE	17360			50.00CR	7,726.52
				VERIZON WIRELESS		INV# 9848004827	/PO#		
2/11/20	3/29	A94133	CHK: 078849	13522 V FRANKLIN 2/2/20-2/8/20	12610			988.00	8,714.52
				WORKCO , INC.		INV# 33104	/PO#		
2/18/20	3/12	A93496	CHK: 078772	13473 V FRANKLIN 2/9/20-2/15/2	12610			988.00	9,702.52
				WORKCO , INC.		INV# 33116	/PO#		
2/25/20	3/12	A93497	CHK: 078772	13473 V FRANKLIN 2/16/20-2/22/	12610			988.00	10,690.52
				WORKCO , INC.		INV# 33128	/PO#		
2/29/20	3/12	A93547	CHK: 078726	13473 QB6200 FRANKLIN BACKGROU	22630			50.05	10,740.57
				INTELLICORP		INV# 7096271	/PO#		
			=====	FEBRUARY ACTIVITY DB:	6,441.64	CR:	50.00CR	6,391.64	
3/03/20	3/12	A93499	CHK: 078772	13473 V FRANKLIN 2/23/20-2/28/	12610			988.00	11,728.57
				WORKCO , INC.		INV# 33142	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6001.2 AMZN MKT	18760			69.99	11,798.56
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6001.2 AMZN MKT	18760			15.14	11,813.70
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6060 WWW.DOODLE	18760			48.00	11,861.70
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6050 SCHLOTSKY'	18760			174.02	12,035.72
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6050 WM SUPERCE	18760			35.36	12,071.08
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6050 EB TEXAS C	18760			56.58	12,127.66
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6060 NOTARYNOA-	18760			189.95	12,317.61
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 QUIGG-UNT COMMERCE MANAG	18760			240.00	12,557.61
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/03/20	3/29	A94243	CHK: 078805	13510 AHLERS-QB6001.2 AMZN MKT	18760			7.46CR	12,550.15
				CITIBANK		INV# FEB CC CHARGES	/PO#		
3/09/20	3/29	A94135	CHK: 078848	13522 QB6015.6 MARCH 2020 CELL	17360			36.16	12,586.31
				VERIZON WIRELESS		INV# 9850091211	/PO#		
3/09/20	4/09	A94542	CHK: 078890	13585 V FRANKLIN PHYSICAL	28500			75.00	12,661.31
				INTEGRITY URGENT CARE		INV# 4026230	/PO#		
3/12/20	3/29	A94155	CHK: 078829	13522 QB6200 FRANKLIN PHYSICAL	21510			152.26	12,813.57
				NOVA HEALTHCARE		INV# 000001522011	/PO#		
3/16/20	3/29	A94225	CHK: 078838	13522 QB6001.3 POSTAGE FOR CIT	3895			1.15	12,814.72
				RESERVE ACCOUNT		INV# 3/16/2020	/PO#		
3/19/20	3/19	B44596	CHK 78316 NOVA	12198 QB6200 AHLERS PHYSICAL		JE# 021338	000326	298.66	13,113.38
			=====	JOURNAL ENTRY NOTES					
				3/19/2020 SS> AEDC HR RELATED CHARGES BOOKED TO COA HR					
				ACCOUNT (512), BUT SHOULD HAVE BEEN BOOKED DIRECTLY TO AEDC.					
3/19/20	3/19	B44596	CHK 78566 INTE	12198 QB6200 AHLERS BACKGROUND		JE# 021338	000326	50.05	13,163.43
			=====	JOURNAL ENTRY NOTES					
				3/19/2020 SS> AEDC HR RELATED CHARGES BOOKED TO COA HR					
				ACCOUNT (512), BUT SHOULD HAVE BEEN BOOKED DIRECTLY TO AEDC.					
			=====	MARCH ACTIVITY DB:	2,430.32	CR:	7.46CR	2,422.86	
			=====	ACCOUNT TOTAL DB:	26,225.86	CR:	13,062.24CR		

FUND : 10 -GENERAL FUND  
DEPT : N/A

PERIOD TO USE: Oct-2019 THRU Sep-2020  
ACCOUNTS: 1300.94 THRU 1300.94

POST DATE TRAN # REFERENCE PACKET=====DESCRIPTION===== VEND INV/PO/JE # NOTE =====AMOUNT===== =====BALANCE=====

1300.94 DT/DF AEDC OPERATIONS \* ( CONTINUED ) \*

\*-\*-\*-\*-\*-\*-\*-\*-\*-\*-\*-\*

000 ERRORS IN THIS REPORT!

\*-\*-\*-\*-\*-\*-\*-\*-\*-\*-\*

** REPORT TOTALS **	--- DEBITS ---	--- CREDITS ---
BEGINNING BALANCES:	0.00	0.19CR
REPORTED ACTIVITY:	26,225.86	13,062.24CR
ENDING BALANCES:	26,225.86	13,062.43CR
TOTAL FUND ENDING BALANCE:	13,163.43	



THIS AGREEMENT, by and between the City of Athens, Texas, a municipal corporation, situated in Henderson County, Texas, acting by and through its City Manager, (hereinafter "CITY"), and the Athens Economic Development Corporation (hereinafter "AEDC") acting by and through its Director and in accordance with the *Development Corporation Act of 1979*, as amended:

**WITNESSETH:**

That for and in consideration of the covenants, promises, and agreements set forth herein, it is mutually agreed as follows:

**I. AGREEMENT**

**1.1** The City agrees to provide the AEDC with the administrative services and to conduct business recruitment, grant preparation, as necessary, grant administration, financial advice and services, including all services necessary to conduct corporate operations and efficiency of the AEDC. City shall also provide agreement preparation, grant funding and administrative services.

**1.2** The AEDC will oversee the Corporation's finances and investments, including the review and approval of financial and investment policies, procedures, and internal controls, assignment of investment officers, and the authorization of signers for AEDC banking and investment accounts. Subject to the state law, including the Public Funds Investment Act, and Corporation's approval, the City agrees to provide the AEDC with accounting services and investing assistance, and to assign these duties to persons who shall exercise prudence with respect to financial and investment activities.

**1.3** The City agrees to provide for all personnel services and benefits for said staff, which shall include full-time and part-time salaries, overtime compensation, retirement, payroll taxes, salary adjustments, unemployment insurance, liability insurance, health insurance and worker's compensation.

**1.4** The AEDC agrees to reimburse the City quarterly beginning December 31, 2019 for all expenses paid by the City for the employment of AEDC staff (salaries, benefits, etc.) up to the amount previously approved by the AEDC and the City Council during the FY2020 budget process.

**1.5** The AEDC agrees to reimburse the City for expenses directly related to the accounting and financial services provided by City Staff. This amount shall be equal to \$10,800 paid in quarterly payment (\$2700 per quarter) beginning 12/31/2019.

# Athens Economic Development Corporation

## Agenda Memorandum for Board Meeting



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**AGENDA DATE:** 04/21/2020

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**DEPARTMENT:** AEDC

**CONTACT:** Joanie Ahlers, City of Athens Economic Development Director

**SUBJECT:** Biomerics FMI, LLC Draw #11

**SUMMARY:** Biomerics FMI, LLC submitted Draw Request #11 on April 15, 2020 for a total of \$63,172.70, less retainage of \$6,317.27 for a net payment amount of **\$56,855.43**.

Dub Hirst and City of Athens Building Inspector are in the process of scheduling inspections and any issues discovered concerning these reimbursement requests will be brought to the board prior to releasing payment.

**BACKGROUND:** N/A

**ISSUE:** N/A

**ALTERNATIVES:** N/A

**FISCAL IMPACT:** Increase in Note Receivable and FSB Note Payable

**RECOMMENDATION:** It is recommended that the board discuss and take action to approve the reimbursement request contingent upon approval of inspection reports.

**Biomerics Capital Improvement  
Draw Schedule**

<b>DRAW #</b>	<b>Description</b>	<b>Amount Due</b>	<b>Payment</b>	<b>Outstanding Balance</b>	<b>Date Received by Biomerics OR Date Check Written</b>
1	January 2019 invoices	\$ 89,373.27	\$ 80,435.94	\$ 8,937.33	3/7/2019
2	February 2019 invoices	\$ 58,580.16	\$ 52,722.14	\$ 5,858.02	3/19/2019
3	March~April 2019 invoices	\$ 74,688.80	\$ 67,219.92	\$ 7,468.88	5/17/2019
3	Wage True Up	\$ 25,373.60	\$ 22,836.24	\$ 2,537.36	5/17/2019
4	May 2019 invoices & wages	\$ 45,402.17	\$ 40,861.95	\$ 4,540.22	6/13/2019
4	May (2) 2019 invoice	\$ 41,831.62	\$ 37,648.46	\$ 4,183.16	6/13/2019
5	June (1) 2019 Invoices	\$ 49,981.07	\$ 44,982.96	\$ 4,998.11	7/3/2019
5	June (2) 2019 Invoices	\$ 165,351.43	\$ 148,816.29	\$ 16,535.14	7/3/2019
6	August (1) 2019 Invoices	\$ 9,131.22	\$ 8,218.10	\$ 913.12	9/12/2019
7	September 2019 Invoices	\$ 37,066.12	\$ 33,359.51	\$ 3,706.61	10/24/2019
7	Remove Original Submission	\$ (37,066.12)	\$ (33,359.51)	\$ (3,706.61)	10/24/2019
7	Board Approved Payment - Sept 2019	\$ 30,386.17	\$ 27,347.55	\$ 3,038.62	10/24/2019
7	Restroom Trailer & Employee Pay	\$ 6,679.95	\$ 6,011.96	\$ 667.99	12/17/2019
8	Original October & November 2019 Draw	\$ 105,669.35	\$ 95,102.42	\$ 10,566.94	12/17/2019
8	Remove Original Draw #8 for Corrections	\$ (105,669.35)	\$ (95,102.42)	\$ (10,566.94)	12/17/2019
8	Revised Draw #8 - Removed Hendry & TSC	\$ 102,375.48	\$ 92,137.93	\$ 10,237.55	12/17/2019
9	ADD back TSC from Draw #8 but not Hendry	\$ 93.87	\$ 84.48	\$ 9.39	2/14/2020
9	December 2019 invoices	\$ 55,776.32	\$ 50,198.69	\$ 5,577.63	2/14/2020
10	January 2020 & Multiple Periods	\$ 93,931.75	\$ 84,538.58	\$ 9,393.17	3/12/2020
11	February 2020 & Multiple Periods	\$ 63,172.70	\$ 56,855.43	\$ 6,317.27	4/15/2020
<b>Totals:</b>		<b>\$ 912,129.58</b>	<b>\$ 820,916.63</b>	<b>\$ 91,212.96</b>	

	Amount Due	Payment	Outstanding Balance
<b>CHECK TO WRITE FOR DRAW #11</b>	\$ 63,172.70	\$ 56,855.43	\$ 6,317.27

**Biomerics**  
**TI Project 1702 / 1704**

Date	Document Number	Name	Debit	Paid	Date PD	Notes
7/19/2019	2006229-00	Vallen Distrubution	\$ 5,948.00	5431	3/30/20	
2/14/2020	6301	Hendry Electric	\$ 3,650.00	5313	2/28/20	
2/25/2020	6303	Hendry Electric	\$ 6,625.00	5363	3/13/20	
1/15/2020	2172	McGowan Plumbing	\$ 8,065.84	5367	3/13/20	
2/26/2020	2023149-00	Vallen Distrubution	\$ 16,920.72	5431	3/30/20	
3/2/2020	2183	McGowan Plumbing	\$ 9,963.14	5448	4/2/20	
3/20/2020	6307	Hendry Electric	\$ 12,000.00	5420	3/30/20	
			<b>\$ 63,172.70</b>			

Employee	Pay Period	Payroll Date	Hrs	Gross Pay	% to TI Project	Amount to Bill
Shane Lindsey	2/24-3/8	3/12/2020	0.00		0%	\$0.00
Ramon Castaneda	2/24-3/8	3/12/2020			100%	\$0.00
Dakota Lindsey	2/24-3/8	3/12/2020	0.00		100%	\$0.00
Shane Lindsey	3/9-3/22	3/26/2020	0.00		0%	\$0.00
Ramon Castaneda	3/9-3/22	3/26/2020			100%	\$0.00
Dakota Lindsey	3/9-3/22	3/26/2020	0.00		100%	\$0.00
<b>Labor Wage Total</b>						<b>\$0.00</b>

\$	63,172.70	
\$	-	No wages to move
\$	<u>63,172.70</u>	Total Due





401 S. Palestine #182  
Athens, TX 75751  
(903) 477-0020  
Lic# M40728

# PLUMBING

## Work Order/Invoice

2172

TO: T.I. 1704 Enterprise

DATE OF ORDER <u>Jan 15 2020</u>	HOME TEL
ORDER TAKEN BY	WORK TEL
CUSTOMER ORDER NO.	<input checked="" type="checkbox"/> DAYWORK <input type="checkbox"/> CONTRACT <input type="checkbox"/> EXTRA <input type="checkbox"/> OVERTIME <input type="checkbox"/> OTHER
STARTING DATE <u>Jan 17 2020</u>	
JOB NAME / NO. <u>Biomedics</u>	
JOB LOCATION <u>1605 Enterprise St Athens TX 75791</u>	
INVOICE DATE <u>Feb 28 2020</u>	JOB TEL <u>903-677-9166</u>

CHECK MARKS DENOTE:										TERMS: <u>1704 Enterprise</u>							
<input type="checkbox"/> WORK TO BE DONE <input type="checkbox"/> WORK COMPLETED										DESCRIPTION OF WORK							
TROUBLESHOOT INSPECT	UNCLOG / CLEAN	REPAIR	REPLACE	INSTALL	ROUGH-IN	FINISH WORK											
NO HEAT							Remodel Break Room install Plumbing For sink Ice machine, mop sink, and replaced hand wash grooming room sink.				LABOR		HRS.	RATE	AMOUNT		
NO WATER											Jan 15 - Feb 25 2020		26	115	2990	00	
BURST PIPE(S)																	
THAW PIPE(S)																	
INSULATE PIPE(S)																	
BLOCKAGE - WASTE SYSTEM																	
KITCHEN																	
SINK																	
INSTANT HOT																	
WATER FILTER																	
DISPOSAL																	
DISHWASHER																	
BATH (1) (2) (3)																	
LAVATORY																	
WATER CLOSET																	
BATH TUB							QTY.	MATERIAL	UNIT	AMOUNT							
SHOWER STALL / HEAD								midallorven material and sinks		4461	12						
WHIRLPOOL / SPA / HOT TUB																	
LAUNDRY																	
WASHING MACHINE																	
FAUCET(S)																	
SILL COCK																	
SUPPLY LINE(S)																	
TRAP(S) / DRAINS																	
FILTER(S)																	
GATE / BALL VALVE(S)																	
WATER LINE(S)																	
WELL / WATER PUMP																	
PRESSURE TANK																	
WATER SOFTENER / COND.																	
SUMP / EFFLUENT PUMP																	
WATER HEATER																	
BOILER - STEAM / HOT WATER																	
SAFETY VALVE																	
CIRCULATION																	
ZONE VALVE																	
BASEBOARD(S) / RADIATOR(S)																	
FURNACE																	
BURNER																	
HEAT PUMP																	
AIR CONDITIONER																	
WASTE / SEWER LINER																	
VENT PIPE(S)																	
Texas State Board of Plumbing Examiners P.O. Box 4200, Austin, TX 78765 (800) 845-6584							WORK ORDERED BY <u>Zoblen Mark</u>		TOTAL MATERIALS		4461	12					
							I hereby acknowledge the satisfactory completion of the above described work.							TOTAL LABOR		2990	00
							<u>Shady</u> 2-28-20 SIGNATURE DATE							TAX		614	72
														OTHER CHARGES			
							<b>TOTAL</b>		<b>8065</b>	<b>84</b>							

**Thank You!**



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

Date 3/13/2020

Check # 5367

### Paid To

McGowan Plumbing  
401 S Palestine #182  
Athens TX 75751  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
2/27/2020	Bill #2171	254.39	254.39		254.39
2/28/2020	Bill #2172	8,065.84	8,065.84		8,065.84

**Amount** \$8,320.23

STATEMENT

006303

Hendry Electric Inc.

ELECTRICAL CONTRACTOR

6275 FM 59 • ATHENS, TEXAS 75751-8115  
TELEPHONE (903) 675-3151 • CELL (903) 681-0076  
TECL 32628

M Biomerics 2-25 2020

ADDRESS 1605 Enterprise St.

CITY Athens, TX. 75751

<u>1704 Locker room &amp; Grown</u>	
<u>Room Electrical</u>	
<u>Lights, door lights, door switches,</u>	
<u>hand-dryers</u>	
<u>Materials</u>	<u>\$ 2825.<sup>00</sup></u>
<u>Labor</u>	<u>\$ 3800.<sup>00</sup></u>
<u>Total</u>	<u>\$ 6625.<sup>00</sup></u>

Regulated by the TX Dept. of Licensing & Registration • P.O. Box 12157 • Austin, TX 78711 • 800-803-9202

PAYMENT DUE UPON RECEIPT

T.I.  
Sb Dky





# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-43862-01



1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999

Customer Account: (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

Ship To Information:  
BIOMERICS ADDTION

Customer Phone: 903-681-0076  
Customer Job Phone: 903-677-9166

Customer Job/PO: LOCKER ROOM

• Auto-Recorded

Salesman: Guerrero, Martin  
Shipping From: Athens (24)

Invoice Date: 2/22/2020  
Origin Store: Athens (24)

Date and Time Printed: 2/25/2020 8:40:57 AM

Type: Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	17	0	24FP4750C	ETL	40W 2X4 LED FLT PNL 50K			
2	2	0	820D	TAB	"F"STY STL SW BX SUPP	\$ 66.00	E	\$ 1,122.00
3	2	0	APC7R	ETL	LED COMBO UNIT LED ROUND HEADS	\$ 64.00	C	\$ 1.28
4	2	0	GL100R	RAB	100W GLOBE GLASS 100 SERIES RUBY	\$ 39.67	E	\$ 79.34
5	2	0	GL100R	RAB	100W GLOBE GLASS 100 SERIES RUBY	\$ 38.59	E	\$ 77.18
6	4	0	TP8W	PAS	1G DUP RECP PLATE	\$ 38.59	E	\$ 77.18
7	2	0	TP2W	PAS	2G SWITCH PLATE	\$ 28.97	C	\$ 1.16
8	2	0	12X6	ROB	1/2X6 RGD NIP	\$ 62.50	C	\$ 1.25
9	250	0	MC123BKRDWH	ALF	12/3 WG MC SOLID-BK,WH,RD,GN ALUMINUM ARMOR	\$ 181.52	C	\$ 3.63
10	1	0	820D	TAB	"F"STY STL SW BX SUPP	\$ 717.32	M	\$ 179.33
11	1	0	CD0W	TAB	2-1/2D G SWBX W/ERS&1/2 KO	\$ 64.00	C	\$ 0.64
12	1	0	TP13W	PAS	1G BLANK PLATE	\$ 173.79	C	\$ 1.74
13	250	0	MC142BKWH	ALF	14/2 WG MC SOLID-BK,WH,GN-ALUMINUM ARMOR	\$ 38.21	C	\$ 0.38
14	1	0	BZ50	PAS	PWRPACK,120-277V,50/60HZ,24VDC225MA	\$ 404.99	M	\$ 101.25
15	1	0	CI205	PAS	PIR CEILING SENSOR 1200SF WHITE	\$ 29.63	E	\$ 29.63
16	5	0	TP8W	PAS	1G DUP RECP PLATE	\$ 74.91	E	\$ 74.91
17	2	0	TP13W	PAS	1G BLANK PLATE	\$ 28.97	C	\$ 1.45
18	2	0	E50SA	CHC	E50 SWITCH BODY 1NO-1NC W/O INDICATING LIGHT	\$ 38.21	C	\$ 0.76
19	2	0	E50RA	CHC	E50 SURFACE MOUNT RECEPTACLE	\$ 93.62	E	\$ 187.24
20	2	0	E50DR1	CHC	E50 HEAVY DUTY LIMIT SWITCH	\$ 26.09	E	\$ 52.18
21	1	1	E50KL201	CHC	E50 OPERATING LEVERS	\$ 90.02	E	\$ 180.04
22	1	0	TP13W	PAS	1G BLANK PLATE	\$ 28.44	E	\$ 28.44
23	1	0	L9A19D1530K	TCP	9W LED A19 DIM 30K 230 DEG	\$ 38.21	C	\$ 0.38
						\$ 2.48	E	\$ 2.48

The following items are on backorder:

1 1251W  
1 E50KL201

PAS SPDT 20A 120/277 CTRL SW  
CHC E50 OPERATING LEVERS

\$ 29.00 E  
\$ 28.44 E



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-43862-01



1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999

Customer Account: (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

Ship To Information:  
BIOMERICS ADDTION

Customer Phone: 903-681-0076  
Customer Job Phone: 903-677-9166

Customer Job/PO: LOCKER ROOM

• Auto-Recorded

Salesman: Guerrero, Martin  
Shipping From: Athens (24)

Invoice Date: 2/22/2020  
Origin Store: Athens (24)

Date and Time Printed: 2/25/2020 8:40:57 AM

Type: Stock

Sub Total: \$ 2,203.87  
Tax: \$ 181.82  
Total: \$ 2,385.69

Ship Via: Pickup

Customer Signature:

WADE



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-43862-02



1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999

Customer Account: (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

Ship To Information:  
BIOMERICS ADDTION

Customer Phone: 903-681-0076  
Customer Job Phone: 903-677-9166

Customer Job/PO: LOCKER ROOM

• ~~Auto-Recorded~~

Salesman: Guerrero, Martin  
Shipping From: Athens (24)

Invoice Date: 2/25/2020  
Origin Store: Athens (24)

Date and Time Printed: 2/25/2020 8:42:41 AM

Type: Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	2	0	L9A19D1530K	TCP	9W LED A19 DIM 30K 230 DEG	\$ 2.48	E	\$ 4.96 T
<i>The following items are on backorder:</i>								
		1	1251W	PAS	SPDT 20A 120/277 CTRL SW	\$ 29.00	E	
		1	E50KL201	CHC	E50 OPERATING LEVERS	\$ 28.44	E	
							<b>Sub Total:</b>	<b>\$ 4.96</b>
							<b>Tax:</b>	<b>\$ 0.41</b>
							<b>Total:</b>	<b>\$ 5.37</b>

Ship Via: Pickup

Customer Signature:

WADIE



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

**Date** 3/13/2020

**Check #** 5363

### Paid To

Hendry Electric  
6275 FM 59  
Athens TX 75751  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
2/25/2020	Bill #006303	6,625.00	6,625.00		6,625.00
2/28/2020	Bill #006304	320.00	320.00		320.00

**Amount** \$6,945.00



310 Technology Pkwy NW  
Suite 200  
Peachtree Corners, GA 30092

CUST #: 217692

BILL TO:

BIOMERICS FMI, LLC  
1605 ENTERPRISE  
ATHENS, TX 75751

*Done!*  
*T.I.*

# INVOICE

INVOICE DATE	INVOICE NO.	PAGE NO.
02/29/20	2006229-00	1 of 1
P.O. DATE	P.O. NO.	PLACED BY
07/24/19	BMI8740	

REMIT TO: ValLEN Distribution, Inc.  
PO Box 848545  
Dallas, TX 75284-8545  
OR  
PO Box 404753  
Atlanta, GA 30384-4753

SHIP TO:

BIOMERICS FMI, LLC  
1605 ENTERPRISE  
ATHENS, TX 75751

INSTRUCTIONS:

VIA	SHIPPED	TERMS
Service Call	02/29/20	Net 30, Cust

LINE NO.	PRODUCT AND DESCRIPTION	TAX	QUANTITY ORDERED	QUANTITY B.O.	QTY. SHIPPED	QTY. U/M	UNIT PRICE	PRICE U/M	NET EXTENDED AMOUNT
CONTACT NAME: SHANE LINDSEY JOB ID: LSS RELEASE: REQUISITION: RESTROOM ADDITION									
1	S2804440 PIPE & FITTINGS		1	0	1	EACH	334.04286	EACH	334.04
2	S2905174.001 PIPE & FITTINGS		1	0	1	LO	69.31429	LO	69.31
3	392749006 PIPE & FITTINGS		1	0	1	LO	76.25714	LO	76.26
4	TX IRON & STEEL ANGLE IRON		1	0	1	LO	80.10000	LO	80.10
6	S1627782.002 FITTINGS		1	0	1	LO	520.75714	LO	520.76
7	S2861709.001 FITTINGS		1	0	1	LO	631.26027	LO	631.26
9	S2866520.001 FITTINGS		1	0	1	LO	334.37143	LO	334.37
10	S2865435.001 FITTINGS		1	0	1	LO	242.52857	LO	242.53
11	S107140579.001 FITTINGS		1	0	1	LO	84.14286	LO	84.14
12	3/4" FITTINGS NON STOCK		1	0	1	LO	73.05000	LO	73.05
13	SCREWS NON STOCK		1	0	1	LO	16.00000	LO	16.00
14	LSS500 FIRE SYSTEMS LEAD 60 MINUTES	N	38	0	38	EA	67.50000	EA	2,565.00
15	ESG703 LSS DESIGN/DRAFTING 1 HR	N	8	0	8	EA	88.06000	EA	704.48
16	LBRADM30 ADMIN FEE 30 MINUTES	N	1	0	1	EA	13.58000	EA	13.58
14	Lines Total		Qty Shipped Total		58			Total	5,744.88
								Shipping & Handling	0.00
								Taxes	203.12
								Invoice Total	5,948.00

*Shane Lindsey*

Last Page

TO VIEW ONLINE GO TO:

<https://valLEN.billtrust.com>

USE THIS ENROLLMENT TOKEN:

VGR VLF DRF

CUSTOMER ACKNOWLEDGES AND EXPRESSLY AGREES THAT CUSTOMER'S ACCEPTANCE, USE OR PAYMENT FOR THE PRODUCTS/SERVICES REFERENCED ABOVE CONSTITUTES CUSTOMER'S EXPLICIT ASSENT TO BOTH THE TERMS AND CONDITIONS OF SALE CONTAINED ON VALLEN'S WEBSITE AT: [www.valLEN.com/termsandconditions](http://www.valLEN.com/termsandconditions) AND THE TERMS AND CONDITIONS OF SALE OTHERWISE CONTAINED HEREIN.





310 Technology Pkwy NW  
Suite 200  
Peachtree Corners, GA 30092

CUST.#: 217692

BILL TO:

BIOMERICS FMI, LLC  
1605 ENTERPRISE  
ATHENS, TX 75751

*Complete*  
*T.I*

# INVOICE

INVOICE DATE	INVOICE NO.	PAGE NO.
02/26/20	2023149-00	1 of 1
P.O. DATE	P.O. NO.	PLACED BY
11/22/19	BMI9586	

REMIT TO: ValLEN Distribution, Inc.  
PO Box 848545  
Dallas, TX 75284-8545  
OR  
PO Box 404753  
Atlanta, GA 30384-4753

SHIP TO:

BIOMERICS FMI, LLC  
1605 ENTERPRISE  
ATHENS, TX 75751

INSTRUCTIONS:

VIA	SHIPPED	TERMS
Service Call	02/26/20	Net 30, Cust

LINE NO.	PRODUCT AND DESCRIPTION	TAX	QUANTITY ORDERED	QUANTITY B.O.	QTY. SHIPPED	QTY. U/M	UNIT PRICE	PRICE U/M	NET EXTENDED AMOUNT
CONTACT NAME: SHANE LINDSEY JOB ID: ITM RELEASE: REQUISITION: BREAK ROOM SPRINKLER MODS									
4	B707364 PIPE & FITTINGS		1	0	1	LO	2,979.15000	LO	2,979.15
5	FITTINGS FITTINGS		1	0	1	LO	255.80000	LO	255.80
7	B725326 PIPE & FITTINGS		1	0	1	LO	1,722.95000	LO	1,722.95
8	LSS500 FIRE SYSTEMS LEAD 60 MINUTES	N	53	0	53	EA	78.00000	EA	4,134.00
9	TRAVEL60 TECHNICIAN TRAVEL TIME 60 MIN.	N	18	0	18	EA	75.00000	EA	1,350.00
10	LBRADM60 ADMIN FEE 60 MINUTES	N	5	0	5	EA	40.00000	EA	200.00
11	ESG703 LSS DESIGN/DRAFTING 1 HR	N	16	0	16	EA	110.07500	EA	1,761.20
12	392993296 FITTINGS		1	0	1	LO	57.10000	LO	57.10
13	ESG799 ESG BILLING	N	1	0	1	EA	4,046.80000	EA	4,046.80
9	Lines Total		Qty Shipped Total		97			Total	16,507.00
								Shipping & Handling	0.00
								Taxes	413.75
								Invoice Total	16,920.75

*Shane Lindsey*



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CUSTOMER ACKNOWLEDGES AND EXPRESSLY AGREES THAT CUSTOMER'S ACCEPTANCE, USE OR PAYMENT FOR THE PRODUCTS/SERVICES REFERENCED ABOVE CONSTITUTES CUSTOMER'S EXPLICIT ASSENT TO BOTH THE TERMS AND CONDITIONS OF SALE CONTAINED ON VALLEN'S WEBSITE AT: [www.vallen.com/termsandconditions](http://www.vallen.com/termsandconditions) AND THE TERMS AND CONDITIONS OF SALE OTHERWISE CONTAINED HEREIN.



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

Date 3/30/2020

Check # 5431

### Paid To

Vallen Distribution Inc  
PO Box 404753  
Atlanta GA 30384  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
2/26/2020	Bill #2023149-00	16,920.75	16,920.75		16,920.75
2/29/2020	Bill #2006229-00	5,948.00	5,948.00		5,948.00

**Amount** \$22,868.75



401 S. Palestine #182  
Athens, TX 75751  
(903) 477-0020  
Lic# M40728

# PLUMBING

## Work Order/Invoice 2183

TO: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

DATE OF ORDER <i>March 2 2020</i>	HOME TEL
ORDER TAKEN BY	WORK TEL
CUSTOMER ORDER NO.	<input checked="" type="checkbox"/> DAYWORK <input type="checkbox"/> CONTRACT <input type="checkbox"/> EXTRA <input type="checkbox"/> OVERTIME <input type="checkbox"/> OTHER
STARTING DATE <i>March 6 2020</i>	JOB NAME / NO. <i>Biometrics</i>
JOB LOCATION <i>1605 Enterprise ST Athens TX 75751</i>	
INVOICE DATE <i>March 25, 2020</i>	JOB TEL <i>903-677-9166</i>

CHECK MARKS DENOTE:										TERMS: <i>TI</i>			
										DESCRIPTION OF WORK			
<input type="checkbox"/> WORK TO BE DONE	<input type="checkbox"/> WORK COMPLETED	TROUBLESHOOT INSPECT	UNCLOG / CLEAN	REPAIR	REPLACE	INSTALL	ROUGH-IN	FINISH WORK					
NO HEAT									<i>Grinding Room Machine Relocate,</i>				
NO WATER									<i>Larger 4 station Hand Wash sink.</i>				
BURST PIPE(S)									<i>Air Lines For 3 Days.</i>				
THAW PIPE(S)													
INSULATE PIPE(S)													
BLOCKAGE - WASTE SYSTEM													
KITCHEN									LABOR	HRS.	RATE	AMOUNT	
SINK									<i>March 6 - March 20<sup>th</sup> 2020</i>	<i>38</i>	<i>115<sup>00</sup></i>	<i>4370<sup>00</sup></i>	
INSTANT HOT													
WATER FILTER													
DISPOSAL													
DISHWASHER													
BATH (1) (2) (3)													
LAVATORY									TOTAL LABOR		<i>4370</i>	<i>00</i>	
WATER CLOSET									QTY.	MATERIAL	UNIT	AMOUNT	
BATHTUB										<i>Miscellaneous Material</i>		<i>4833</i>	<i>82</i>
SHOWER STALL / HEAD													
WHIRLPOOL / SPA / HOT TUB													
LAUNDRY													
WASHING MACHINE													
FAUCET(S)													
SILL COCK													
SUPPLY LINE(S)													
TRAP(S) / DRAINS													
FILTER(S)													
GATE / BALL VALVE(S)													
WATER LINE(S)													
WELL / WATER PUMP													
PRESSURE TANK													
WATER SOFTENER / COND.													
SUMP / EFFLUENT PUMP													
WATER HEATER													
BOILER - STEAM / HOT WATER													
SAFETY VALVE													
CIRCULATION													
ZONE VALVE													
BASEBOARD(S) / RADIATOR(S)													
FURNACE									WORK ORDERED BY				
BURNER									<i>Zehlen M.H.</i>	TOTAL MATERIALS	<i>4833</i>	<i>82</i>	
HEAT PUMP									I hereby acknowledge the satisfactory completion of the above described work.	TOTAL LABOR	<i>4370</i>	<i>00</i>	
AIR CONDITIONER									<i>John Dai 3/31/20</i>	TAX	<i>759</i>	<i>32</i>	
WASTE / SEWER LINER									SIGNATURE	DATE			
VENT PIPE(S)													
Texas State Board of Plumbing Examiners P.O. Box 4200, Austin, TX 78765 (800) 845-6584										<b>Thank You!</b>		OTHER CHARGES	
										<b>TOTAL</b>		<i>9963</i>	<i>14</i>



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

**Date** 4/9/2020

**Check #** 5448

### Paid To

McGowan Plumbing  
401 S Palestine #182  
Athens TX 75751  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
3/25/2020	Bill #2183	9,963.14	9,963.14		9,963.14

**Amount** \$9,963.14



STATEMENT

006301

*Hendry Electric Inc.*

**ELECTRICAL CONTRACTOR**

6275 FM 59 • ATHENS, TEXAS 75751-8115  
TELEPHONE (903) 675-3151 • CELL (903) 681-0076  
TECL 32628

M 2-14, 20 20  
Biometrics  
ADDRESS 1605 Enterprise St  
CITY Athens, Tx. 75751

<u>1704 Clean Room #2</u>	
<u>Trapeze electrical</u>	
<u>- Demo wall outlets</u>	
<u>- add more drop plugs (4)</u>	
<u>Clean Room #1</u>	
<u>- Temp power cords</u>	
<u>for machines by wall</u>	
<u>Materials</u>	<u>850.<sup>00</sup></u>
<u>Labor</u>	<u>2800.<sup>00</sup></u>
<u>Total</u>	<u>\$ 3650.<sup>00</sup></u>

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**PAYMENT DUE UPON RECEIPT**



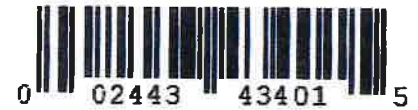
# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-43434-01

1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999



**Customer Account:** (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

**Ship To Information:**  
BIOMERICS ADDTION

**Customer Phone:** 903-681-0076  
**Customer Job Phone:** 903-677-9166

**Customer Job/PO:** CLEAN ROOM

• Auto-Recorded

**Salesman:** Godwin, Paul D  
**Shipping From:** Athens (24)

**Invoice Date:** 2/7/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 2/12/2020 9:21:05 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	4	0	BOX52	PAS	3/4" BOX CONNECTOR GRIP .520-.730 DIA RANGE	\$ 2,157.89	C	\$ 86.32 T
2	4	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 8.19 T
3	4	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 5.05 T
4	8	0	CRB5362I	PAS	20A 125V SPEC DPLX REC	\$ 2.64	E	\$ 21.12 T
5	120	0	SJEW123BK250	COR	12/3 SJEW 300V BLACK CORD-250' REEL	\$ 754.72	M	\$ 90.57 T
6	100	0	TY526MXE	TAB	11.08" "TY-RAP" CABLE TIE	\$ 15.72	C	\$ 15.72 T
7	4	0	2921	TAB	1/2" LT CORD CONN(.310-.560)	\$ 538.83	C	\$ 21.55 T
8	4	0	101S	BRI	1/2" STEEL LOCKNUT	\$ 14.25	C	\$ 0.57 T
9	1	0	24FP4750C	ETL	40W 2X4 LED FLT PNL 50K	\$ 66.00	E	\$ 66.00 T
10	250	0	MC142BKWH	ALF	14/2 WG MC SOLID-BK,WH,GN-ALUMINUM ARMOR	\$ 399.21	M	\$ 99.80 T
11	8	0	ALAAA	ROV	AAA ULTRAPRO ALK BTY	\$ 53.99	C	\$ 4.32 T
12	1	0	4CWPLD4040C	ETL	4' 45W LED WRAP 40K 4200LM	\$ 91.67	E	\$ 91.67 T
13	1	0	RS9	TAB	4SQ CVR (1)TG SW	\$ 102.80	C	\$ 1.03 T
14	2	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 2.53 T
15	4	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 8.19 T
16	50	0	EMT12	CON	1/2" EMT CONDUIT	\$ 38.00	C	\$ 19.00 T
17	1	0	CS20AC1W	PAS	20A SP SPEC SWITCH 120/277V	\$ 321.43	C	\$ 3.21 T
18	4	0	CRB5362W	PAS	20A 125V SPEC DUP REC	\$ 264.29	C	\$ 10.57 T
19	1	0	WDK8	DOT	#8 ANCHOR KIT WALL BOARD ANCHOR (ZINC) INCLUDES PH	\$ 20.47	E	\$ 20.47 T
20	6	0	230DC2	BRI	1/2" EMT SS DIECAST CONNECTOR	\$ 20.66	C	\$ 1.24 T
21	1	0	LB25WC&G	CRS	3/4" LB WCOVER & GASKET	\$ 5.67	E	\$ 5.67 T
*** Begin Components of Item ***								
	1		250	CRS	3/4" ALUMINUM FORM 5 CONDUIT BODY COVER			
	1		GASK025N	CRS	3/4 SR5 CNDT BD GSKT			
	1		LB25	CRS	3/4 AL LB SR5 CND BD			
*** End Components of Item ***								
22	1	0	PTS163X6	COR	6' APPLIANCE CORD STRAIGHT	\$ 5.25	E	\$ 5.25 T

\* unmarked materials

**Sub Total:** \$ 588.04  
**Tax:** \$ 48.51  
**Total:** \$ 636.55



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-43748-01

1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999



**Customer Account:** (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

**Ship To Information:**  
BIOMERICS ADDTION

**Customer Phone:** 903-681-0076  
**Customer Job Phone:** 903-677-9166

**Customer Job/PO:** Cleanroom

• **Auto-Recorded**

**Salesman:** Guerrero, Martin  
**Shipping From:** Athens (24)

**Invoice Date:** 2/14/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 2/18/2020 7:15:18 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	4	0	CRB5362I	PAS	20A 125V SPEC DPLX REC	\$ 2.64	E	\$ 10.56 T
2	1	0	33	SCO	SUPER 33+ VINYL ELECTRICAL TAPE,3/4 INX66 FT,BLACK	\$ 5.03	E	\$ 5.03 T
3	2	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 4.09 T
4	2	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 2.53 T
5	1	0	RS5	TAB	4SQ CVR (2)TG SW	\$ 146.01	C	\$ 1.46 T
6	2	0	CS20AC1W	PAS	20A SP SPEC SWITCH 120/277V	\$ 321.43	C	\$ 6.43 T
7	1	0	PS5369X	PAS	20A 125V 2P3W CONN 5-20C	\$ 2,381.43	C	\$ 23.81 T
8	200	0	SJEW123BK250	COR	12/3 SJEW 300V BLACK CORD-250' REEL	\$ 754.72	M	\$ 150.94 T
9	2	0	L1530C	PAS	30A 4W 250V 3PH TL CONNECTOR	\$ 5,500.00	C	\$ 110.00 T
10	100	0	SE00W104BK250	COR	10/4 SE00W 600V BLACK CORD-250'REEL	\$ 1,606.14	M	\$ 160.61 T
11	2	0	2932	TAB	3/4" LT CORD CONN (.500-.750)	\$ 634.55	C	\$ 12.69 T
12	2	0	102S	BRI	3/4" STEEL LOCKNUT	\$ 18.41	C	\$ 0.37 T
13	1	0	APLC7RG	ETL	LED EXIT/EMERGENCY COMBO RED/GREEN	\$ 41.67	E	\$ 41.67 T
14	1	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 2.05 T

**Sub Total:** \$ 532.24  
**Tax:** \$ 43.91  
**Total:** \$ 576.15

**Ship Via:** Pickup

**Customer Signature:**



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

Date 2/28/2020

Check # 5313

### Paid To

Hendry Electric  
6275 FM 59  
Athens TX 75751  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
2/14/2020	Bill #006301	3,650.00	3,650.00		3,650.00

**Amount** \$3,650.00



STATEMENT 006307

*Hendry Electric Inc.*

**ELECTRICAL CONTRACTOR**

6275 FM 59 • ATHENS, TEXAS 75751-8115  
TELEPHONE (903) 675-3151 • CELL (903) 681-0076  
TECL 32628

M 3-20, 2020  
Biometrics  
ADDRESS 1605 Enterprise St.  
CITY Athens, Tx. 75751

<u>Grinder Room</u>	
<u>1704 Moving all electrical</u>	
<u>with machines</u>	
<u>Materials</u>	<u>\$ 3,400.<sup>00</sup></u>
<u>Labor</u>	<u>\$ 8,600.<sup>00</sup></u>
<u>THIS</u>	<u>Total \$ 12,000.<sup>00</sup></u>

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**PAYMENT DUE UPON RECEIPT**



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-44603-01



1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999

**Customer Account:** (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

**Ship To Information:**  
BIOMERICS ADDTION

**Customer Phone:** 903-681-0076  
**Customer Job Phone:** 903-677-9166

**Customer Job/PO:** GRINDER ROOM

• **Auto-Recorded**

**Salesman:** Guerrero, Martin  
**Shipping From:** Athens (24)

**Invoice Date:** 3/5/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 3/7/2020 11:50:40 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	50	0	TBC43	DOT	1/4 X 3 TOGGLE BOLTS PHILLIPS/SLOTTED MUSHROOM HEA	\$ 41.30	C	\$ 20.65 T
2	100	0	TEKHW1034	DOT	10 X 3/4 HEX WASHER HEAD SELF DRILLING SCREWS	\$ 7.76	C	\$ 7.76 T
3	100	0	FENW14114	DOT	1/4 X 1-1/4 FENDER WASHERS ZINC PLATED	\$ 7.37	C	\$ 7.37 T
4	100	0	B1400HS10PG	TAB	14G 1-5/8"X13/16"PGAL HS STRUT	\$ 193.60	C	\$ 193.60 T
5	2	0	48223100	MIL	(36) BLACK FINE PT INKZALL MARKER	\$ 0.93	E	\$ 1.86 T
6	20	0	70334EG	TAB	3/4" UNV-EMT, IMC, & RIGID-ELECTRO GAL STRUT STRAP	\$ 135.24	C	\$ 27.05 T
7	200	0	EMT34	CON	3/4" EMT CONDUIT	\$ 67.51	C	\$ 135.02 T
8	160	0	R1038	TAB	3/8"X10' SILVER ALL THREAD	\$ 57.02	C	\$ 91.23 T
9	10	0	SJEW163BK250	COR	16/3 SJEW 300V BLACK CORD-250' REEL	\$ 437.65	M	\$ 4.38 T
10	100	0	FENW38114	DOT	3/8 X 1-1/4 FENDER WASHERS ZINC PLATED	\$ 9.85	C	\$ 9.85 T
11	100	0	HN38	DOT	3/8-16 HEX NUTS ZINC PLATED	\$ 9.95	C	\$ 9.95 T
12	100	0	LW38	DOT	3/8" LOCK WASHERS ZINC PLATED	\$ 3.37	C	\$ 3.37 T
13	4	0	B0X52	PAS	3/4" BOX CONNECTOR GRIP .520-.730 DIA RANGE	\$ 2,157.89	C	\$ 86.32 T
14	3	0	2921	TAB	1/2" LT CORD CONN(.310-.560)	\$ 549.61	C	\$ 16.49 T
15	3	0	101S	BRI	1/2" STEEL LOCKNUT	\$ 14.25	C	\$ 0.43 T
16	3	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 3.79 T
17	8	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 16.38 T
18	250	0	SJEW143BK250	COR	14/3 SJEW 300V BLACK CORD-250'REEL	\$ 652.91	M	\$ 163.23 T
19	1	0	664SC	BLI	ENCL 6X6X4 N1 PNTD SC	\$ 10.52	E	\$ 10.52 T
20	10	0	650DC2	BRI	1/2" ROMEX CONNECTOR 2 SCREW STRAP TYPE	\$ 36.21	C	\$ 3.62 T
21	1	0	48892730	MIL	BIT 3/8" THUNDERBOLT BLACK OXIDE	\$ 4.29	E	\$ 4.29 T
22	20	0	SJEW143BK250	COR	14/3 SJEW 300V BLACK CORD-250'REEL	\$ 652.91	M	\$ 13.06 T
23	6	0	ALF12	ALF	1/2" AL FLEX CONDUIT 100'	\$ 44.09	C	\$ 2.65 T
24	2	0	407DC2	BRI	1/2" FLEX STRAIGHT DIECAST SQUEEZE CONNECTOR	\$ 43.77	C	\$ 0.88 T
25	10	0	B1400HS10PG	TAB	14G 1-5/8"X13/16"PGAL HS STRUT	\$ 193.60	C	\$ 19.36 T
26	6	0	CRB5362W	PAS	20A 125V SPEC DUP REC	\$ 264.29	C	\$ 15.86 T
27	100	0	RY+B0X	SCO	RED/YELLOW WIRE CONNECTOR (100/POUCH)	\$ 12.14	C	\$ 12.14 T

**Sub Total:** \$ 881.11  
**Tax:** \$ 72.69  
**Total:** \$ 953.80



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-44678-01

1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999



**Customer Account:** (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

**Ship To Information:**  
BIOMERICS ADDTION

**Customer Phone:** 903-681-0076  
**Customer Job Phone:** 903-677-9166

**Customer Job/PO:** GRINDER ROOM

• **Auto-Recorded**

**Salesman:** Godwin, Paul D  
**Shipping From:** Athens (24)

**Invoice Date:** 3/12/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 3/12/2020 9:41:10 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	1	0	PRL1A1100X30C	CHS	PRL1A INTERIOR 120/240V 1PH 3W 100A 30 CIRCUIT CU	\$ 175.00	E	\$ 175.00 T
2	1	0	EZB2048RBS	CHS	EZ BOX STOCKING 20 WIDE X 48 HIGH	\$ 12.54	E	\$ 12.54 T
3	1	0	EZT2048S	CHS	EZ TRIM SURFACE UNVENTED FOR 20"W X 48"H BOX WEM2	\$ 65.00	E	\$ 65.00 T
4	30	0	BAB1020	ETN	TYPE BAB CIRCUIT BREAKER 1P,20AMP, 120/240V,10,000	\$ 8.95	E	\$ 268.50 T
5	1	0	LUGKIT100	CHS	MAIN OR FEED-THRU LUG KIT 100A 1 OR 3PH	\$ 30.24	E	\$ 30.24 T
6	1	0	BAB3100H	ETN	BAB3100H BKR A	\$ 90.00	E	\$ 90.00 T

**Sub Total:** \$ 641.28  
**Tax:** \$ 52.91  
**Total:** \$ 694.19

**Ship Via:** Pickup

**Customer Signature:**



# ELLIOTT ELECTRIC SUPPLY

P.O. Box 206524, Dallas, TX 75320-6524  
www.ElliottElectric.com

## Ship Ticket

Ticket # 24-44895-01

1755 ENTERPRISE STREET  
ATHENS, TX 75751  
903-675-7999



**Customer Account:** (3145112)  
HENDRY ELECTRIC INC (24)  
6275 FM 59  
ATHENS, TX 75751

**Ship To Information:**  
BIOMERICS ADDTION

**Customer Phone:** 903-681-0076  
**Customer Job Phone:** 903-677-9166

**Customer Job/PO:** GRINDER ROOM

• **Auto-Recorded**

**Salesman:** Johnson, Dwain  
**Shipping From:** Athens (24)

**Invoice Date:** 3/13/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 3/18/2020 7:19:33 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
1	100	0	EMT34	CON	3/4" EMT CONDUIT	\$ 67.51	C	\$ 67.51 T
2	50	0	TEKHW102	DOT	10 X 2 HEX WASHER HEAD SELF DRILLING SCREWS	\$ 14.40	C	\$ 7.20 T
3	100	0	FW14	DOT	1/4" FLAT WASHERS ZINC PLATED	\$ 2.98	C	\$ 2.98 T
4	25	0	241DC	BRI	3/4" EMT SS DIECAST COUPLING	\$ 38.14	C	\$ 9.54 T
5	100	0	921S	BRI	3/4" ONE HOLE EMT STRAP	\$ 13.88	C	\$ 13.88 T
6	25	0	231DC2	BRI	3/4" EMT SS DIECAST CONNECTOR	\$ 33.86	C	\$ 8.46 T
7	12	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 24.57 T
8	10	0	CRB5362I	PAS	20A 125V SPEC DPLX REC	\$ 2.64	E	\$ 26.40 T
9	500	0	THHN12STWH500	COP	THHN 12 STR WHITE 500	\$ 99.84	M	\$ 49.92 T
10	500	0	THHN12STGN500	COP	THHN 12 STR GREEN 500	\$ 99.84	M	\$ 49.92 T
11	500	0	THHN10STOR500	COP	THHN 10 STR ORANGE 500	\$ 152.70	M	\$ 76.35 T
12	50	0	R1038	TAB	3/8"X10' SILVER ALL THREAD	\$ 57.02	C	\$ 28.51 T
13	20	0	A1200HS10PG	TAB	12G 1-5/8"X1-5/8"PGAL HS STRUT	\$ 245.37	C	\$ 49.07 T
14	1	0	2X6	ROB	2X6 RGD NIP	\$ 613.57	C	\$ 6.14 T
15	4	0	106S	BRI	2" STEEL LOCKNUT	\$ 92.48	C	\$ 3.70 T
16	2	0	325	BRI	1-1/2" PLASTIC BUSHING	\$ 39.89	C	\$ 0.80 T
17	4	0	UCN38	TAB	3/8" CHANNEL CONE NUT	\$ 179.49	C	\$ 7.18 T
18	15	0	THHN2BK2500	COP	THHN 2 STR BLACK 2500	\$ 948.10	M	\$ 14.22 T
19	1	0	BAB2100	ETN	BAB2100 BRKRA	\$ 58.00	E	\$ 58.00 T
20	10	0	THHN8GN500	COP	THHN 8 STR GREEN 500	\$ 247.07	M	\$ 2.47 T
21	40	0	SE00W104BK250	COR	10/4 SE00W 600V BLACK CORD-250'REEL	\$ 1,606.14	M	\$ 64.25 T
22	2	0	L1530C	PAS	30A 4W 250V 3PH TL CONNECTOR	\$ 5,500.00	C	\$ 110.00 T
23	1	0	RS9	TAB	4SQ CVR (1)TG SW	\$ 102.80	C	\$ 1.03 T
24	2	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 2.53 T
25	1	0	RS12	TAB	4SQ CVR (1)DPX RCPT	\$ 118.44	C	\$ 1.18 T
26	50	0	TY527MXE	TAB	13.38" UV RATED "TY-RAP" CABLE TIE	\$ 39.73	C	\$ 19.86 T
27	100	0	RY+BOX	SCO	RED/YELLOW WIRE CONNECTOR (100/POUCH)	\$ 12.14	C	\$ 12.14 T
28	50	0	R1038	TAB	3/8"X10' SILVER ALL THREAD	\$ 57.02	C	\$ 28.51 T
29	12	0	52C1	TAB	4SQ BLNK FLT BX CVR	\$ 34.00	C	\$ 4.08 T
30	1	0	52C13	TAB	4SQ,1G,1/2RSD DVC RNG	\$ 71.50	C	\$ 0.72 T
31	1	0	58C30	TAB	HNDY BX CVR (1)TGL SW	\$ 47.38	C	\$ 0.47 T
32	2	0	CS20AC1I	PAS	20A SP SPEC SWITCH 120/277V	\$ 321.43	C	\$ 6.43 T





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**Invoice Date:** 3/13/2020  
**Origin Store:** Athens (24)

**Date and Time Printed:** 3/18/2020 7:19:33 AM

**Type:** Stock

Item Number	Ship Quantity	Backorder Quantity	Catalog Number	Vendor Code	Description	Price	Unit Code	Extended Price
33	1	0	APEL	ETL	EMERGENCY LMP, LED 2 ROUND HEAD	\$ 18.33	E	\$ 18.33 T
34	1	0	APC7R	ETL	LED COMBO UNIT LED ROUND HEADS	\$ 39.67	E	\$ 39.67 T
35	60	0	B1400HS10PG	TAB	14G 1-5/8"X13/16"PGAL HS STRUT	\$ 193.60	C	\$ 116.16 T
36	1	0	884SC	BLI	ENCL 8X8X4 N1 PNTD SC	\$ 13.00	E	\$ 13.00 T
37	500	0	THHN12STRD500	COP	THHN 12 STR RED 500	\$ 99.84	M	\$ 49.92 T
38	6	0	70334EG	TAB	3/4" UNV-EMT, IMC, & RIGID-ELECTRO GAL STRUT STRAP	\$ 135.24	C	\$ 8.11 T
39	6	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 12.28 T
40	3	0	RS8	TAB	4SQ CVR (2)DPX RCPT	\$ 126.37	C	\$ 3.79 T
41	10	0	CRB5362I	PAS	20A 125V SPEC DPLX REC	\$ 2.64	E	\$ 26.40 T
42	130	0	EMT34	CON	3/4" EMT CONDUIT	\$ 67.51	C	\$ 87.76 T
43	1	0	UCN14	TAB	1/4" CHANNEL CONE NUT	\$ 199.95	C	\$ 2.00 T
44	2	0	521711234E	TAB	4SQ 2-1/8D BXW/1/2&3/4 KO	\$ 204.73	C	\$ 4.09 T
45	100	0	CH1212	DOT	#12 SINGLE JACK CHAIN BRITE FINISH	\$ 40.15	C	\$ 40.15 T
46	1	0	5351I	PAS	20A 125V SPEC SNGL RECPT	\$ 347.14	C	\$ 3.47 T
47	5	0	70334EG	TAB	3/4" UNV-EMT, IMC, & RIGID-ELECTRO GAL STRUT STRAP	\$ 135.24	C	\$ 6.76 T
48	1	0	58C7	TAB	HNDY BX CVR (1)DPLX RCPT	\$ 51.86	C	\$ 0.52 T
49	1	0	33	SCO	SUPER 33+ VINYL ELECTRICAL TAPE,3/4 INX66 FT,BLACK	\$ 5.03	E	\$ 5.03 T

**Sub Total:** \$ 1,195.46  
**Tax:** \$ 98.63  
**Total:** \$ 1,294.09



# BIOMERICS

— FUTUREMATRIX INTERVENTIONAL —

Biomerics FMI  
1605 Enterprise Dr  
Athens TX 75751  
United States

## Payment Voucher

**Date** 3/30/2020

**Check #** 5420

**Paid To**

Hendry Electric  
6275 FM 59  
Athens TX 75751  
United States

Date	Description	Orig. Amount	Amount Due	Discount	Applied Amount
3/9/2020	Bill #006305	1,070.00	1,070.00		1,070.00
3/20/2020	Bill #006307	12,000.00	12,000.00		12,000.00

**Amount** \$13,070.00

# Athens Economic Development Corporation

## Agenda Memorandum for Board Meeting



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**AGENDA DATE:** 04/21/2020

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**DEPARTMENT:** AEDC

**CONTACT:** Joanie Ahlers, ED Director

**SUBJECT:** Notes Payable and Receivable  
**Item #6**

**SUMMARY:** Discuss interest only payments for outstanding AEDC loans during COVID-19 State and County Orders

**FISCAL IMPACT:** Deferment of payments some financial impact to AEDC budget, depending upon the term of loan payment deferments and structure of repayment.

**RECOMMENDATION:** It is recommended that the board discuss and take action concerning interest only payments.

**Notes Payable****AS OF: 4/16/20**

BANK	LOAN #	PROJECT	LOAN BALANCE
FIRST STATE BANK (FSB)	8602	BIOMERICS	\$ 743,343.73
FIRST STATE BANK (FSB)	8190	AIRPORT	\$ 464,496.35
FIRST STATE BANK (FSB)	8620	MORTGAGE APC	\$ 90,433.63
VERA BANK	3044	INDUS PK II 98.36 ACRES	\$ 318,959.27
VERA BANK	6211	INDUS PL II INFRASTRUCTURE	\$ 276,665.63

**Notes Receivable****AS OF: 4/16/20**

CUSTOMER	LOAN	CONTRACT AMOUNT	LOAN BALANCE
BIOMERICS	TI LOAN	\$ 1,000,000.00	\$ 762,197.23
BIOMERICS	ABATEMENT	\$ 60,404.85	\$ 57,277.08 PAID OFF AFTER APRIL
EXTREME ENGINEERING	\$250K	\$ 250,000.00	2020 PAYMENT
EXTREME ENGINEERING	\$480K	\$ 480,000.00	\$ 229,803.19 PAID OFF AFTER APRIL
EXTREME ENGINEERING	RLF	\$ 87,545.00	2020 PAYMENT
HVAC	#1	\$ 503,304.00	\$ 348,294.84
HVAC	#3	\$ 324,800.00	\$ 290,555.93
PURSELLEY CABINETS	LOAN	\$ 30,077.25	\$ 9,974.20



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MONTHLY PAYMENT	MONTHLY PRINCIPAL	MONTHLY INTEREST
\$ 8,591.47	\$ 6,905.82	\$ 1,685.65
\$ 4,504.86	\$ 3,428.64	\$ 1,076.22
\$ 4,220.26	\$ 4,012.48	\$ 207.78
\$ 6,576.69	\$ 5,957.48	\$ 619.21
\$ 4,899.55	\$ 4,210.24	\$ 689.31

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MONTHLY PAYMENT	MONTHLY PRINCIPAL	MONTHLY INTEREST
VARIES UNTIL AFTER 7/1/20	TBD	TBD
VARIES UNTIL AFTER 7/1/20	TBD	TBD
\$ 1,440.95	\$ 1,440.95	\$ 57.64
\$ 4,634.92	\$ 4,050.28	\$ 584.64
\$ 1,573.07	\$ 1,569.15	\$ 3.92
\$ 5,216.16	\$ 3,895.45	\$ 1,320.71
\$ 6,055.25	\$ 4,947.11	\$ 1,108.14
\$ 250.00	\$ 216.03	\$ 33.97

**NOTES**

4/1/20 PAYMENT - INTEREST & TOTAL PAYMENT AMOUNT VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH

**NOTES**

4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH  
4/1/20 PAYMENT - P&I BREAKDOWN VARIES EACH MONTH

# Athens Economic Development Corporation

## Agenda Memorandum for Board Meeting



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**AGENDA DATE:** 03/17/20

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**PERSON PRESENTING:** Joanie Ahlers, AEDC Economic Development Director

**SUBJECT:** **Final Draft for AEDC Action Plan**

**ITEM #** #7

**SUMMARY:** During the Special Meeting for strategic planning AEDC Board in February, the AEDC Board, City Council and the AMWA Board and staff all met to work on the City's Economic Development Action Plan for 2020. Attached is the final Draft as prepared for AEDC by Mr. Greg Last of EDP Best Practices.

**RECOMMENDATION:** **Staff recommends the approval of the AEDC's 2020 Action Plan and directs Staff to present it to Athens City Council for acceptance.**



## Athens Economic Development Corporation 2020 Action Plan



Prepared By

### Athens Economic Development Corporation

Will Traxson, President  
John Trent, Vice-President  
Carmen Hunt, Secretary

Cliff Bomer, Treasurer  
Danny Tidmore

Randy Jones  
Morgan Jones

### Athens Municipal Water Authority

Mike Peek, President  
Frank Lunceford, Vice-President

Donald A. Foster, Secretary  
Marty Lindsay

Mark Carroll

### Athens City Council

Monte Montgomery, Mayor  
Toni Clay, Place 1


Aaron Smith, Place 2  
Edward McCain, Place 3

Robert Gross, Place 4

### Contributing Staff

Elizabeth Borstad, City Manager  
Ed Gatlin, Executive Director, AMWA  
Joanie Ahlers, Econ. Dev. Director

### Assisted By

 EDP Best Practices, LLC  
Greg Last, CEO  
[www.EDPBestPractices.com](http://www.EDPBestPractices.com)

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## INTRODUCTION

The City of Athens (City) is located southeast of the Dallas / Fort Worth region of north central Texas .

Community Facts: Following are some brief facts about the City of Athens, Texas.

- Incorporated in 1902
- 2010 Census estimated population of 12,706
- 2019 estimated population of 12,797
- Approximately 17 square miles

Location in the Greater DFW Region:



Action Plan Purpose: This Action Plan (Plan) is intended to identify, organize and prioritize goals and objectives providing direction for the Athens Economic Development Corporation (AEDC) Board.

Process: Following is the process used to prepare this Action Plan.

1. Identify all organizational documents, budget, resources, prior projects and summarize in Plan
2. Distribute Pre-Meeting SWOT and Objectives forms to members of the AEDC Board, City Council and Athens Municipal Water Authority (AMWA) for initial ideas
3. Summarize all submitted SWOT ideas and condense common ideas into SWOT statements
4. Summarize all submitted Objectives and condense common ideas into Objectives
5. Discuss / review all input and create finalized Goals & Objectives list
6. Distribute a forced-ranking system to the Board for prioritization of all Objectives
7. Summarize prioritized Objectives



## ESTABLISHMENT

Authorization: The AEDC was authorized for establishment by Section 4B of the Development Corporation Act of 1979 (The Act) as amended.

Sales Tax Election: On May 5, 1990 the residents of the City approved the adoption of an additional one-half of one percent Sales and Use Tax for projects authorized by Section 4B of the Act.

Articles of Incorporation: The Articles of Incorporation (Articles) were filed with the State of Texas on September 15, 2005.

Article Four, Purpose, states that *“The Corporation is organized exclusively for the purposes of enhancing economic development activities for the City of Athens, as provided by the Development corporation Act of 1979, as amended”*.

AEDC Bylaws: On October 8, 1990, the City Council approved Resolution 29-90 authorizing and approving the Bylaws for the AEDC. The first amendment of the Bylaws was adopted by the Board on November 17, 2015.

Bylaws, Section III, Purpose, states that “The purpose of the AEDC is to promote, assist, and enhance economic development in compliance with the provisions of law, with focus on:

- A) Business retention, expansion, and attraction to create, expand or retain primary jobs;
- B) Development, improvement and maintenance of a positive business environment;
- C) Support of community development initiatives that directly benefit business objectives;”

Bylaws, Section 5.16, General Duties of the Board, states “The Board is hereby authorized to perform the following duties:

- A) Develop an overall economic development plan for the City which shall included and set forth intermittent and / or short term goals which the Board deems necessary to accomplish compliance with its overall economic development plan. Such plan shall be approved by the City Council. The overall development plan developed by the Board shall be one that includes the following elements:
  - 1) An economic development strategy to permanently bolster the business climate throughout the City.
  - 2) Strategies to fully utilize the assets of the City which enhance economic development.

- 3) Identification of strategies to coordinate public, private, military and academic resources to develop and enhance business opportunities for all citizens of Athens.

- 4) Identification of strategies and provide for implementation of identified strategies for direct economic development as defined in this Section.

- B) The Board shall review and update its overall economic development plan each year to ensure that said plan is up to date with the current economic climate and is capable of meeting current economic development needs of the City.

- C) The Board shall expend, in accordance with State law and on approval of the City, the tax funds received by it on direct economic development where such expenditures will have a direct benefit to the citizens of the City. “Direct Economic Development” shall mean the expenditure of such tax funds for programs that directly accomplish or aid in the retention or creation of identifiable existing jobs including job training and / or planning and research activities necessary to promote said job creation or retention.”

## ORGANIZATIONAL

Meetings: The AEDC Board typically meets at the Athens Partnership Center at 10 a.m. on the third Tuesday of each month.

Staffing: The functions of the AEDC are administered by the Economic Development Director, an employee of the City. There is currently an additional temp employee, and that position is currently advertised to change to a FTE employee.

Board Membership: The AEDC Board is composed of seven (7) members, appointed by the Council for two-year terms. These members are reflected on the cover of this Action Plan. Board members are not compensated for their commitment.

Annual Meeting: Hold an Annual meeting in October, during which they shall elect officers including President, Vice-President, Secretary and Treasurer.

Mission Statement: The Board has adopted the following mission statement:

*“The Athens Economic Development Corporation will enhance the quality of life for the citizens of Athens, Texas by leading and facilitating economic growth.”*

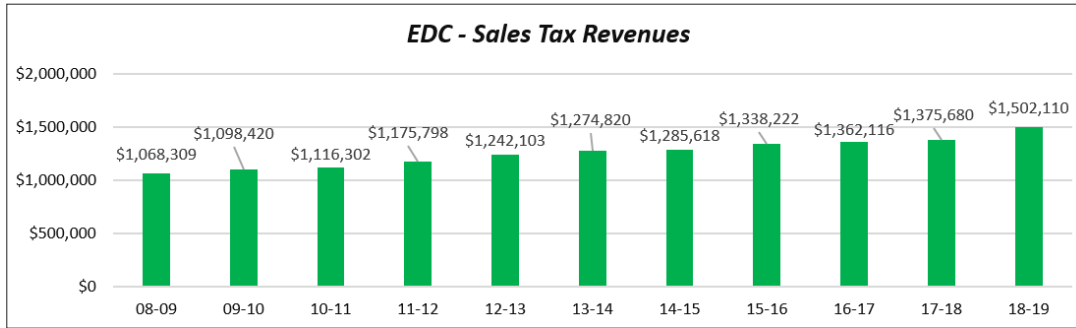




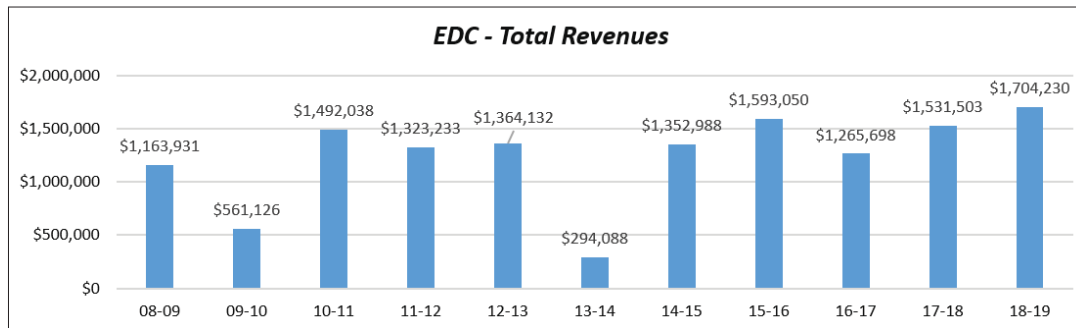
## FINANCIALS

Following are major financial aspects of the AEDC. All data reflect a Fiscal Year of October 1 to September 31.

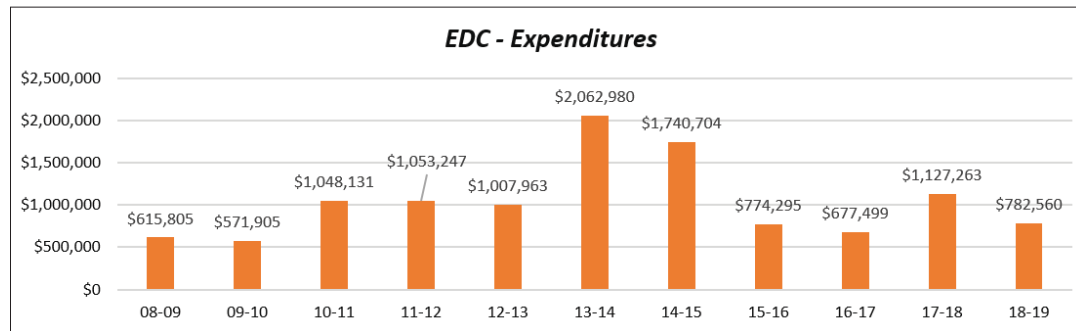
**Sales Tax Revenue:** The most significant revenue for the AEDC is generated by the one-half percent (1/2%) sales tax approved by the election previously discussed as reflected in the following chart:



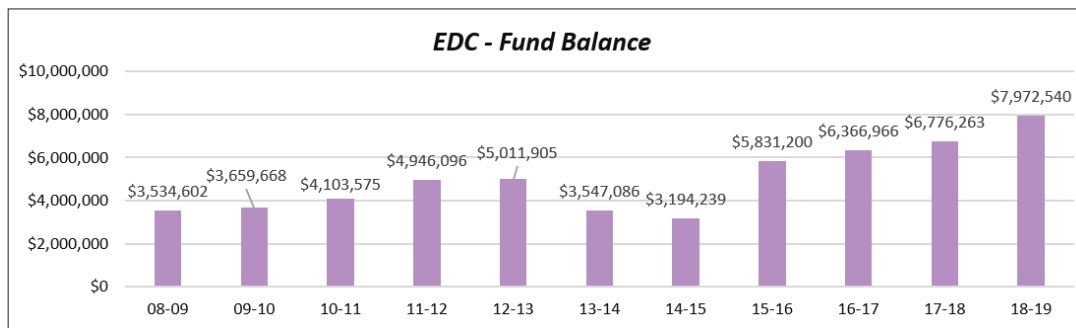
**Total Revenues:** Total revenues for the AEDC are reflected in the following chart:



**Expenditures:** Expenditures by the AEDC must be approved by the Council prior to expenditure. This may be accomplished via the approval of the budget by Council, or a more formal hearing of the project and proposed expenditures. Actual expenditures over the past several years are reflected in the following chart:



**Fund Balance:** A conservative approach to budgeting and expenditures has maintained an appropriate fund balance. The AEDC fund balances over the past several years are reflected in the following chart:



## RESOURCES

The AEDC currently utilizes the following resources to help in their efforts.

### AEDC Website - [www.AthensTexasEDC.com](http://www.AthensTexasEDC.com)

The AEDC maintains a professional website dedicated to purposes of the AEDC. Significant effort is put into the maintenance and update of information available on the website. \*Represents items available on the website.

### City Maps

The City maintains a web-based Geographic Information System (GIS) mapping system including the following maps.

- Future Land Use Plan (Appendix B)

### AEDC Maps\*

The following AEDC maps are available.

- Three (3) location maps are available showing national, Texas and local locations

### Appraisal District Maps

The Henderson County Appraisal District maintains a GIS mapping system including the following maps.

- Parcel maps
- Existing zoning

### Comprehensive Master Plan Update

The City engaged Norris Design to assist with an update to the Comprehensive Master Plan (Comp Plan) and the process is currently underway.

### Data\*

The AEDC maintains significant data on their website including:

- Talent: labor force, wages, commute patterns, employment taxes and mandated benefits, higher education / vocational training facilities
- Data: Market / transportation access, utilities, taxation, demographics, quality of life, retail

### Business Info\*

- Business highlights and testimonials are provided for many companies on the website
- Business Retention & Expansion: AEDC maintains a robust BRE program to assist existing businesses in the City
- Available Jobs Listing: AEDC maintains a list of jobs available with community businesses

### Available Properties Listing\*

- The AEDC maintains a robust listing of available property and buildings on its website

### AEDC Owned Real Estate\*

- The 138 acre Athens Industrial Park which has sites available (A promotional video has also been prepared to highlight the Industrial Park)
- Six (6) acres on Flat Creek Road
- 296 acres on Airport Road

### Incentives\*

The City has not formally adopted any incentive policies, but has used or is willing to use the following incentives.

- Tax abatement
- Chapter 380 Agreements - Sales Tax Grants
- Infrastructure incentives
- Employment incentives
- Retention and expansion incentives
- Low interest loans (USDA program)
- Freeport Exemption: The City, County and school offer a Freeport Exemption for various types of goods if they have been detained in the state for 175 days or less for the purpose of assembly, storage, manufacturing, processing or fabricating
- Foreign Trade Zone: The FTZ gives companies the opportunity to defer and possibly reduce duty paid on goods traded across national borders. Goods may be assembled, packaged, or warehoused at a Foreign Trade Zone.

### Grant Programs\*

The AEDC has administered the following grants in the past.

- Business Assistance Grant: A matching-grant program for properties / business owners located along the west, north and south corridors of Athens who are looking to improve distressed properties.
- Community Development Grants: Designed to provide grants for eligible projects which promote sports, cultural, entertainment and community projects that attract tourism and contribute to quality of life, business development and growth of Athens sales tax revenue.

### Prior ED Strategic Plans

A brief summary is provided in Appendix B for each of two prior Economic Development Strategic Plans.





## ACTIVITIES SUMMARY

### Athens Economic Development Corporation

Following is a summary of activities and projects currently in progress or completed in recent years.

Date	Activity / Project	Description	Cost	Notes
2019-10	Winter's Oil	Incentive Grant- Public Infrastructure	\$250,000	Public sewer line
2019-10	Daniels Senior Living Expan.	Incentive Grant- Public Infrastructure	\$250,000	Public sewer and water lines
2019-08	HVAC-3	Incentive Grant	\$45,000	Jobs
		Loan 5 yr. @4.5%	\$324,800	Loan
2019-08	HVAC-4	Equipment	\$130,000	Not funded yet
2019-03	Dillon Manufacturing	Incentive Grant 5 yrs.	\$24,000	Jobs
			\$8,000	Cap Ex
2018-07	Biomerics-1	Cap Ex Expansion Loan	\$1,060,000	Loan
2018-07	Biomerics-2	Incentive Grant	\$200,000	Jobs
			\$135,000	Cap Ex
2018-07	Biomerics-3	Tax Rebate	\$135,931	City Tax Rebate
2018-05	Extreme Engineering-3	Interest Free Loan	\$35,787	BRE project
2017-10	Athens Industrial Park Land Purchase	Under contract to purchase 53 acres to expand the AIP		
2017-00	HVAC-2	Incentive Grant	\$100,000	BRE project
2017-00	Athens Screen Printing		\$25,000	BRE project
2016-07	Clayton Homes	Cap Ex Tax Rebate	\$117,000	5-year stepped 380
2016-06	Clayton Homes	Incentive Grant	\$300,000	5-year job incentive
2016-06	Future Matrix-1704 - #2	BRE project	\$91,500	Jobs
			\$100,000	Cap Ex
2016-01	Established new AEDC Website	Major overhaul / upgrade to the AEDC website		EDSuite
2016-00	HVAC-1	Loan 10 yr @ 4.5%	\$394,500	
2015-08	Future Matrix-1704 - #1	BRE project	\$30,000	Jobs
			\$20,000	Cap Ex
2015-06	Steritec	BRE project	\$7,250	Jobs
			\$42,000	Cap Ex
2015-03	Extreme Engineering-2	Equipment	\$87,545	Loan
2015-02	Airport Expansion	Purchased 296 acres for Airport expansion		
2015-02	AIP Infrastructure	Began roadway extension and utility installation at the Industrial Park		
2015-00	Country Place		\$6,500	
2015-00	Advanced Rehabilitation & Healthcare	BRE project	\$50,050	
2014-10	Building Assistance Grant Program	Began offering the Building Assistance Grant Program (BAG)		
2014-07	Athens Industrial Park Land Purchase	Purchased 98 acres to establish the Park		
2012-07	Extreme Engineering-1		\$58,000	Jobs
			\$250,000	Training grant



## SWOT ANALYSIS

### City of Athens, Texas

Participants provided SWOT ideas pre-meeting and with discussion.

STRENGTHS - City of Athens	
What are our strengths?	How do we build upon them?
• Location near DFW / Tyler	• <span style="color: red;">Emphasize advantages with marketing and website</span>
• Small-town quality of life	• <span style="color: red;">Emphasize advantages with marketing and website</span>
• Engaged / progressive-minded leadership	• Engage City leadership in implementing objectives
• Strong leadership in key service areas	• Engage City leadership in implementing objectives
• Proximity to natural amenities	• <span style="color: red;">Emphasize advantages with marketing and website</span>
• Excellent highway connectivity	• <span style="color: red;">Emphasize advantages with marketing and website</span>
• Large trade area as County Seat	• <span style="color: red;">Develop data to highlight trade area</span>
• Availability of water	• <span style="color: red;">Develop data to highlight availability of water</span>
• Fiscally responsible	• Continue fiscal responsibility while pursuing opportunities
• Reputation as "Retirement Friendly"	• <span style="color: red;">Strengthen "Retirement Community" message</span>
• Active / successful regional tourism draws	• <span style="color: red;">Assist in funding events that benefit business</span>
• Downtown	• <span style="color: red;">Support programs to revitalize the downtown area</span>
• Availability of medical services	• <span style="color: red;">Develop data on the availability of medical services</span>
• Availability of Community College	• <span style="color: red;">Develop data on the assets / capabilities of college</span>
WEAKNESSES - City of Athens	
What are our weaknesses?	How do we reduce or eliminate them?
• Lack of shared vision with other taxing entities	• <span style="color: red;">Adopt an Action Plan and implement objectives</span>
• Lack of diverse housing choices	• <span style="color: red;">Adopt a Plan addressing housing challenges and opportunities</span>
• Distance to commercial airports	• <span style="color: red;">Develop graphics showing commercial airports</span>
• Political environment	• <span style="color: red;">Adopt an Action Plan and implement objectives</span>
• Maintenance of street infrastructure	• <span style="color: red;">Identify / fund infrastructure that supports business</span>
• Reputation of hard to work with by businesses	• <span style="color: red;">A program to engage builders / brokers / developers</span>
• Negative perception of Athens ISD	• <span style="color: red;">Engage the ISD leadership team and market positives</span>
• Inadequate broadband Internet service	• <span style="color: red;">Pursue enhanced Internet / Cellular service</span>
• Maintenance of water / sewer infrastructure	• <span style="color: red;">Identify / fund infrastructure that supports business</span>
• Inadequate communications with citizens, boards	• <span style="color: red;">Enhance relationships with allies / stakeholders</span>
• Business vacancies on the square	• <span style="color: red;">Engage downtown merchants for the betterment of downtown</span>
• Low household salaries	• <span style="color: red;">Target incentives toward higher paying jobs</span>
• Inadequate number of food-service establishments	• <span style="color: red;">Develop resources to attract retail and restaurants</span>
• Lack of amenities for workforce ages	• <span style="color: red;">Develop resources to attract retail and restaurants</span>
• Entrance to City from the West	• <span style="color: red;">Adopt a Redevelopment Plan</span>
• Perception of restrictive building codes	• <span style="color: red;">Pursue enhanced devel. / permitting processes</span>
• Downtown traffic and parking	• <span style="color: red;">Support programs to revitalize the downtown area</span>
• Some with desire to fight growth	• <span style="color: red;">Support Planning efforts to manage growth</span>
• Inadequate Police station	• Likely not AEDC eligible expense
• Lack of City support for tax incentives	• <span style="color: red;">Adopt a comprehensive Incentives Policy</span>
• No rail services	• <span style="color: red;">Engage the area rail service provider</span>
• No connectivity to Interstate Highway	• <span style="color: red;">Develop data / graphics showing connectivity to highways</span>
• County-wide drug problems effect on labor force	• <span style="color: red;">Understand and represent the available workforce</span>

\*Items shown in red text are included in the Objectives Summary



## SWOT ANALYSIS

### City of Athens, Texas

Participants provided SWOT ideas pre-meeting and with discussion.

OPPORTUNITIES - City of Athens	
What are our opportunities?	How do we take advantage of them?
• Enhance relationships with ED allies / stakeholders	• Enhance relationships with allies / stakeholders
• Enhancements to the Square	• Support programs to revitalize the downtown area
• Development around / near Loop 7	• Develop a Sites & Buildings Summary
• Managing growth to our benefit	• Support Planning efforts to manage growth
• Redevelopment of older neighborhoods	• Adopt a Redevelopment Plan
• Enhancements / expansion to the Airport	• Identify and fund Airport enhancements
• Cain Center	• Market amenities for families and active adults
• Texan Theater	• Market amenities for families and active adults
• Annual Events	• Assist in funding events that benefit business
• Continue growth as retirement community	• Strengthen "Retirement Community" message
• Room for growth / expansion	• Support Planning efforts to manage growth
THREATS - City of Athens	
What are our threats?	How do we overcome or minimize them?
• Misperceptions regarding schools/education system	• Engage the ISD leadership team and market positives
• Failing to prepare for the future	• Support Planning efforts to manage growth
• Failure to pursue / communicate a shared vision	• Adopt an Action Plan and implement objectives
• Failure to maintain water / sewer infrastructure	• Identify / fund infrastructure that supports business
• Perception as "Retirement Community" only	• Market amenities for families and active adults
• Declining population	• Understand and represent the available workforce
• City's perception as inattentive to issues	• City to emphasize in communication programs
• Continued loss of existing businesses	• Implement a comprehensive BRE program
• No jobs for secondary education grads	• Understand and represent the available workforce
• Not enough emphasis on public safety	• Likely not an AEDC eligible expense
• New housing outside city limits	• Adopt a Plan addressing housing challenges and opportunities
• Continued decline of the west entry corridor	• Adopt a Redevelopment Plan
• Drug problems (whether real or perceived)	• Understand and represent the available workforce
• Conservative spending misses growth opportunities	• Continue fiscal responsibility while pursuing opportunities
• High total taxation	• TBD
• Potential loss of future growth areas	• Support Planning efforts to manage growth

\*Items shown in red text are included in the Objectives Summary



## SWOT ANALYSIS

### Athens Economic Development Corporation

Participants provided SWOT ideas pre-meeting and with discussion.

STRENGTHS - Athens EDC	
What are our strengths?	How do we build upon them?
<ul style="list-style-type: none"> <li>• Financial strengths</li> </ul>	<ul style="list-style-type: none"> <li>• Continue fiscal responsibility while pursuing opportunities</li> </ul>
<ul style="list-style-type: none"> <li>• Board Member commitment to AEDC purpose</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Adopt an Action Plan and implement objectives</b></li> </ul>
<ul style="list-style-type: none"> <li>• Good diversification in Board Members</li> </ul>	<ul style="list-style-type: none"> <li>• Establish aspirations for makeup of the Board</li> </ul>
<ul style="list-style-type: none"> <li>• Programs focused on BRE</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Implement a comprehensive BRE program</b></li> </ul>
<ul style="list-style-type: none"> <li>• Programs focused on growth</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Support Planning efforts to manage growth</b></li> </ul>
<ul style="list-style-type: none"> <li>• Progressive approach</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Support Planning efforts to manage growth</b></li> </ul>
<ul style="list-style-type: none"> <li>• Good relationships between Board Members</li> </ul>	<ul style="list-style-type: none"> <li>• Establish aspirations for makeup of the Board</li> </ul>
<ul style="list-style-type: none"> <li>• Capable and motivated Staff</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Identify training needed / desired by Board and Staff</b></li> </ul>
<ul style="list-style-type: none"> <li>• Existing and successful businesses</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Implement a comprehensive BRE program</b></li> </ul>
WEAKNESSES - Athens EDC	
What are our weaknesses?	How do we reduce or eliminate them?
<ul style="list-style-type: none"> <li>• Changes in leadership structure / direction</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Adopt an Action Plan and implement objectives</b></li> </ul>
<ul style="list-style-type: none"> <li>• Undefined fit for AEDC in future growth</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Adopt an Action Plan and implement objectives</b></li> </ul>
<ul style="list-style-type: none"> <li>• Unfocused marketing efforts</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Develop a Marketing &amp; Promotion Plan</b></li> </ul>
<ul style="list-style-type: none"> <li>• Lack of obvious growth / benefits of AEDC</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Better communicate EDC programs / successes</b></li> </ul>
<ul style="list-style-type: none"> <li>• Limited number of shovel ready properties</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Develop a Sites &amp; Buildings Summary</b></li> </ul>
<ul style="list-style-type: none"> <li>• Weak partner in Chamber of Commerce</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Engage the COC regarding roles for betterment of businesses</b></li> </ul>
<ul style="list-style-type: none"> <li>• Lack of transparency / communication with community</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Better communicate EDC programs / successes</b></li> </ul>
<ul style="list-style-type: none"> <li>• Historic focus limited to industrial growth</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Develop a Marketing &amp; Promotion Plan</b></li> </ul>

\*Items shown in red text are included in the Objectives Summary



## SWOT ANALYSIS

### Athens Economic Development Corporation

Participants provided SWOT ideas pre-meeting and with discussion.

<b>OPPORTUNITIES - Athens EDC</b>	
<b>What are our opportunities?</b>	<b>How do we take advantage of them?</b>
• Enhance coordination / partnerships with other entities	• Identify and engage allies and stakeholders
• Support expansion of existing businesses	• Implement a comprehensive BRE program
• Expanding infrastructure out to the Loop	• Identify / fund infrastructure that supports business
• Develop a shared vision with executable objectives	• Adopt an Action Plan and implement objectives
• Prospect activity and interest	• Emphasize advantages with marketing and website
• Implementation of workforce training resources	• Understand and represent the available workforce
• Strengthen businesses through events / tourism	• Assist in funding events that benefit business
• Renewed enthusiasm for Director / Board	• Identify training needed / desired by Board and Staff
• Pursue developing an additional business park	• Evaluate opportunities to acquire EDC properties
• Identify additional real estate opportunities	• Evaluate opportunities to acquire EDC properties
• Available sites and buildings	• Develop a Sites & Buildings Summary
• Revitalization of downtown	• Support programs to revitalize the downtown area
• Incoming executives also bringing new business	• Develop a Marketing & Promotion Plan
• Implement affordable housing programs	• Adopt a Plan addressing housing challenges and opportunities
• Balancing attraction efforts with retention efforts	• Implement a comprehensive BRE program
• Attraction of new commercial investment	• Develop a Marketing & Promotion Plan
• Attraction of high-volume water users	• Develop data to highlight availability of water
• Continued investment in City infrastructure	• Identify and fund infrastructure that supports business growth
• Establish a rail site (TOD) for passengers	• Engage the area rail service provider
• Establish vocational training programs with allies	• Work with allies to develop vocational training programs
• Expand marketing efforts to “greater” Athens	• Develop a Marketing & Promotion Plan
<b>THREATS - Athens EDC</b>	
<b>What are our threats?</b>	<b>How do we overcome or minimize them?</b>
• Not planning for the future	• Support Planning efforts to manage growth
• Deterioration of City relationship	• Provide an annual report at a joint Council meeting
• Inability to work with other taxing entities	• Enhance relationships with allies / stakeholders
• Competition from other EDC’s	• Monitor activities / programs of competing cities for Best Practices
• Lack of focus on primary objectives	• Adopt an Action Plan and implement objectives
• Undefined / unclear expectations	• Adopt an Action Plan and implement objectives
• Lack of available labor	• Understand and represent the available workforce
• Impact of business closings	• Implement a comprehensive BRE program
• Potential for reduced commitment from Board	• Identify training needed / desired by Board and Staff
• Reduced sales tax revenues due to online retail	• Develop resources to attract retail and restaurants
• Not delivering / communicating results from tax dollar spending	• Better communicate EDC programs / successes
• Not adapting to organizational changes	• Provide an annual report at a joint Council meeting

\*Items shown in red text are included in the Objectives Summary





## PRIORITIZED OBJECTIVES

### Athens Economic Development Corporation

Following are the results of the prioritization of the Objectives adopted by the participants.

Rank	Score	Priority of Objective Highest ----- Lowest					Goal	Objective	Description
1	4.69	10	2	1			INF	Identify and fund infrastructure that supports business growth	Identify infrastructure enhancements that will advance development or support business growth
2	4.46	9	2	1	1		PLAN	Adopt an Action Plan and implement objectives	A plan of action for the near term (1-3 yrs) for the Board and Staff to advance prioritized objectives
3	4.31	8	2	2	1		RES	Assist in funding acquisition and development of GIS mapping	Assist in funding the acquisition and development of a Geographic Information System for mapping
4	4.00	5	5	1	2		PART	Develop a program to engage builders / brokers / developers	Program to identify and engage builders / brokers / developers active in your market area
5	3.92	6	1	5	1		PLAN	Adopt a comprehensive Incentives Policy	A Policy that identifies potential incentives, business requirements and administrative processes
5	3.92	6	4		2	1	PLAN	Support Planning efforts to manage growth	Assist in funding or preparation of plans that are intended to manage and guide development
7	3.85	6	3	1	2	1	WORK	Work with allies to develop vocational training programs	Work with educational allies to develop vocational training programs desired by businesses
8	3.77	4	6	1		2	INF	Pursue enhanced Internet / Cellular service	Identify challenges and opportunities for providing technology infrastructure in the Community
8	3.77	3	6	2	2		RED	Adopt a Redevelopment Plan	A Plan that identifies areas for redevelopment to increase the commercial tax base
8	3.77	6	1	4	1	1	WORK	Partner with allies to establish workforce development programs	Partner with allies to establish a robust workforce development program to enhance the labor pool
11	3.69	5	3	2	2	1	PLAN	Target incentives toward higher paying jobs	Include provisions in Incentives Policy to provide more / better incentives for the higher paying jobs
12	3.62	4	4	3		2	INF	Identify and prioritize infrastructure needs at the Industrial Park	Identify, prioritize and fund infrastructure needs at the Industrial Park
12	3.62	5	3	2	1	2	PLAN	Adopt a Plan addressing housing challenges and opportunities	Adopt a Housing Plan looking at existing inventory, new potential, revitalization programs, etc.
12	3.62	2	6	3	2		WORK	Understand and represent the available workforce	Research and prepare a summary on the available local and regional workforce
15	3.54	4	3	3	2	1	ENH	Identify community enhancements that support business growth	Identify and prioritize community enhancements that have a positive impact on business growth
15	3.54	5	3	2		3	PART	Start fresh to develop good relationships with Council	Use this "fresh start" opportunity to develop a cooperative partnership with a focused agenda and mutual respect between AEDC and Council
15	3.54	3	6	1	1	2	PART	Identify and engage allies and stakeholders	Identify all EDC allies and stakeholders and engage them through meetings or presentations
15	3.54	5	3	1	2	2	RES	Develop robust data to highlight availability of water	A summary with data describing existing strengths and potential growth in the water system for business
19	3.46	3	4	3	2	1	BRE	Implement a comprehensive BRE program	Implement a BRE program that includes various programs to support and grow existing businesses
19	3.46	4	4	1	2	2	RED	Evaluate constructing a spec building for potential prospects	Evaluate all aspects of constructing a spec building to have ready for potential prospect
21	3.38	3	5	1	2	2	ADM	Better communicate EDC programs / successes	Communicate the responsibilities and prior successes of the EDC via website and other available means
21	3.38	2	5	3	2	1	RES	Upgrade the AEDC Website	Comprehensive website content accessed in an organized and efficient manner
23	3.31	4		5	4		ENH	Fund enhancements in the downtown area	Identify and prioritize enhancements to maintain a vibrant and sustainable downtown
23	3.31	4	2	2	4	1	M&P	Develop a Marketing & Promotion Plan	A Plan to identify marketing resources, targets, and budgeting to implement a marketing program
23	3.31	4	3	1	3	2	PART	Engage the local ISD leadership team and market positives	Implement programs to engage leadership representatives from the local ISD
23	3.31	3	3	3	3	1	RED	Develop a Sites & Buildings Summary	A summary showing the location of available sites or buildings and a matrix of data and contacts for each



## PRIORITIZED OBJECTIVES

### Athens Economic Development Corporation

Rank	Score	Priority of Objective Highest ----- Lowest						Goal	Objective	Description
27	3.23	3	4	2	1	3	ADM	Consider setting expense targets for major budget categories	Establish target allocations of expenses for major budget categories (BRE, attraction, inf, enh, etc.)	
27	3.23	2	3	4	4		RED	Evaluate opportunities to acquire EDC properties	Identify and evaluate potential properties for acquisition and future disposition by the EDC	
29	3.08	1	3	6	2	1	PART	Engage the local college representatives	Implement programs to engage representatives from the local college	
29	3.08	3	1	4	4	1	PART	Engage the local Workforce Development Staff and Board	Either visit the WDB offices or invite them to an EDC meeting to better understand the services they offer	
31	3.00	2	4	1	4	2	PLAN	Adopt / implement a Property Enhancement Incentives Policy	A matching-grant Policy to make commercial properties more commercially viable	
32	2.92		4	5	3	1	ADM	Revitalize / update the Synchronist database	Reactivate the use of the Synchronist database for maintaining general contacts and BRE information	
32	2.92	2	3	2	4	2	ADM	Enhance communications with allies / stakeholders	Implement programs / processes to enhance communications with Staff-Boards-Council-Residents	
32	2.92	1	5	2	2	3	PART	Engage downtown merchants for the betterment of downtown	Work with downtown merchants to implement programs benefitting downtown	
32	2.92	2	4	2	1	4	RED	Support programs to revitalize the downtown area	Support programs to revitalize the downtown area (infrastructure, building enhancements, etc.)	
36	2.85	2	2	4	2	3	ENH	Provide Entry Portal Signage at City entry points	Identify sites, design and construct signage at desired entry locations in the City	
36	2.85	2	4	1	2	4	INF	Identify and fund Airport enhancements	Identify infrastructure enhancements needed to increase commercial viability of the Airport	
36	2.85	3	2	2	2	4	RES	Develop data / graphics showing connectivity to highways	Develop graphics showing proximity and travel time to major highways / interstates	
36	2.85	1	5	1	3	3	RES	Develop resources to attract retail and restaurants	Develop resources and data to attract and retain retail and restaurants	
40	2.77	3	1	3	2	4	ADM	Provide an annual report at a joint City Council meeting	A joint meeting with City Council to discuss activities, goals & objectives for the EDC	
40	2.77	2	1	4	4	2	EDU	Director to maintain continuing education requirements	Director / Coord. to attend continuing education events as required	
40	2.77	1	3	2	6	1	RES	Develop robust data on the assets and capabilities of the college	A summary of detailed curriculum, facilities, and capabilities to help businesses	
43	2.69	1	2	5	2	3	PART	Engage the N. Texas representative from the Governor's Office of EDT	Invite Janie Havel to a meeting to understand programs available from the Governor's Office	
43	2.69	1	4	1	4	3	RES	Identify available / needed E.D. resources	Identify what resources are available and / or needed to benefit E.D. efforts	
43	2.69		4	3	4	2	RES	Develop robust data on the availability of medical services	A detailed summary of medical facilities and services offered locally and regionally	
46	2.62	1	2	4	3	3	M&P	Emphasize advantages with marketing and website	Highlight advantages in marketing materials and on the EDC website	
47	2.54	1	1	5	3	3	PART	Engage the economic development staff at the Dallas Reg. Chamber	Engage Mike Rosa, head of the ED Division at the Dallas Regional Chamber and establish relationship	
47	2.54	1	3	2	3	4	PART	Engage the area rail service provider	Invite the local rail service manager to a meeting to discuss issues / opportunities related to rail services	
47	2.54	2	2	3		6	RED	Construct a professional entry portal to the Industrial Park	Contract to design / construct a professional entry portal at the entrance to the Industrial Park	
50	2.46	1	1	2	8	1	M&P	Assist in funding events that benefit business	Assist in funding events that draw people to areas of business and increase patronage of businesses	
51	2.38	2		5		6	PROC	Pursue enhanced development / permitting processes	Engage leadership at City Hall to discuss importance of a business-friendly development process	
51	2.38	1	1	3	5	3	RES	Contract for professional photography as needed for M&P	Contract for professional photography to be used in marketing & promotion and on website	





## PRIORITIZED OBJECTIVES

### Athens Economic Development Corporation

Rank	Score	Priority of Objective Highest ----- Lowest						Goal	Objective	Description
		1	2	3	4	5	6			
53	2.31	1	2	3	1	6	EDU	<b>Take training on Local Incentives</b>	<i>An overview of all local incentives that might be requested by a prospect or offered by a jurisdiction</i>	
53	2.31	1	1	4	2	5	M&P	<b>Market amenities for families and active adults</b>	<i>Identify and market amenities available for families and active adults</i>	
53	2.31	1		4	5	3	PART	<b>Engage the COC regarding roles for betterment of businesses</b>	<i>Engage the Chamber leadership regarding each others roles and ways to work to the benefit of businesses</i>	
53	2.31	1	2	1	5	4	RES	<b>Develop robust data to highlight trade area</b>	<i>A summary with data / maps showing population and housing likely to patronize local businesses</i>	
57	2.08		1	3	5	4	EDU	<b>Identify training needed / desired by Board and Staff</b>	<i>Identify and take training that would be beneficial to the EDC Board and Staff</i>	
57	2.08		2	1	6	4	EDU	<b>Board Members to attend TEDC Sales Tax Training</b>	<i>One-day training provided by TEDC which includes an overview of EDC legal limitations and related info</i>	
59	2.00	1	1	2	2	7	RES	<b>Develop data / graphics showing commercial airports</b>	<i>Develop graphics showing proximity and travel time to commercial airports</i>	
60	1.77		1	2	3	7	M&P	<b>Attend the NTCAR broker-developer trade show in Dallas</b>	<i>Attend the North Texas Commercial Association of Realtors in Dallas in September (Brokers-developers)</i>	

**Goals Legend:**

- ADM** - Enhance administration, management and reporting efforts
- BRE** - Retain and support existing businesses
- EDU** - Increase the education and training of Staff and Board members
- ENH** - Provide community enhancements that support business development
- INF** - Provide public infrastructure to support business development
- M&P** - Enhance marketing / promotion efforts
- PART** - Enhance relationships with partners, allies and stakeholders
- PLAN** - Update / enhance economic development policies and plans
- PROC** - Enhance development processes to improve Economic Development
- RED** - Analyze and promote real estate development / redevelopment opportunities
- RES** - Identify, develop and enhance Economic Development resources
- WORK** - Implement programs to understand and enhance the workforce



## GOALS & OBJECTIVES

### Athens Economic Development Corporation

Following is a summary of the Goals & Objectives sorted by Goals (tan rows).

Rank	Objective	Description
<b>ADM - Enhance administration, management and reporting efforts</b>		
21	Better communicate EDC programs / successes	Communicate the responsibilities and prior successes of the EDC via website and other available means
27	Consider setting expense targets for major budget categories	Establish target allocations of expenses for major budget categories (BRE, attraction, inf, enh, etc.)
32	Revitalize / update the Synchronist database	Reactivate the use of the Synchronist database for maintaining general contacts and BRE information
32	Enhance communications with allies / stakeholders	Implement programs / processes to enhance communications with Staff-Boards-Council-Residents
40	Provide an annual report at a joint City Council meeting	A joint meeting with City Council to discuss activities, goals & objectives for the EDC
<b>BRE - Retain and support existing businesses (Business Retention &amp; Expansion)</b>		
19	Implement a comprehensive BRE program	Implement a BRE program that includes various programs to support and grow existing businesses
<b>EDU - Increase the education and training of Staff and Board members</b>		
40	Director to maintain continuing education requirements	Director / Coord. to attend continuing education events as required
53	Take training on Local Incentives	An overview of all local incentives that might be requested by a prospect or offered by a jurisdiction
57	Identify training needed / desired by Board and Staff	Identify and take training that would be beneficial to the EDC Board and Staff
57	Board Members to attend TEDC Sales Tax Training	One-day training provided by TEDC which includes an overview of EDC legal limitations and related info
<b>ENH - Provide community enhancements that support business development</b>		
15	Identify community enhancements that support business growth	Identify and prioritize community enhancements that have a positive impact on business growth
23	Fund enhancements in the downtown area	Identify and prioritize enhancements to maintain a vibrant and sustainable downtown
36	Provide Entry Portal Signage at City entry points	Identify sites, design and construct signage at desired entry locations in the City
<b>INF - Provide public infrastructure to support business development</b>		
1	Identify and fund infrastructure that supports business growth	Identify infrastructure enhancements that will advance development or support business growth
8	Pursue enhanced Internet / Cellular service	Identify challenges and opportunities for providing technology infrastructure in the Community
12	Identify and prioritize infrastructure needs at the Industrial Park	Identify, prioritize and fund infrastructure needs at the Industrial Park
36	Identify and fund Airport enhancements	Identify infrastructure enhancements needed to increase commercial viability of the Airport
<b>M&amp;P - Enhance marketing / promotion efforts</b>		
23	Develop a Marketing & Promotion Plan	A Plan to identify marketing resources, targets, and budgeting to implement a marketing program
46	Emphasize advantages with marketing and website	Highlight advantages in marketing materials and on the EDC website
50	Assist in funding events that benefit business	Assist in funding events that draw people to areas of business and increase patronage of businesses
53	Market amenities for families and active adults	Identify and market amenities available for families and active adults
60	Attend the NTCAR broker-developer trade show in Dallas	Attend the North Texas Commercial Association of Realtors in Dallas in September (Brokers-developers)



## GOALS & OBJECTIVES

### Athens Economic Development Corporation

Following is a summary of the Goals & Objectives sorted by Goals (tan rows).

Rank	Objective	Description
<b>PART - Enhance relationships with partners, allies and stakeholders</b>		
4	Develop a program to engage builders / brokers / developers	Program to identify and engage builders / brokers / developers active in your market area
15	Start fresh to develop good relationships with Council	Use this "fresh start" opportunity to develop a cooperative partnership with a focused agenda and mutual respect between AEDC and Council
15	Identify and engage allies and stakeholders	Identify all EDC allies and stakeholders and engage them through meetings or presentations
23	Engage the local ISD leadership team and market positives	Implement programs to engage leadership representatives from the local ISD
29	Engage the local college representatives	Implement programs to engage representatives from the local college
29	Engage the local Workforce Development Staff and Board	Either visit the WDB offices or invite them to an EDC meeting to better understand the services they offer
32	Engage downtown merchants for the betterment of downtown	Work with downtown merchants to implement programs benefitting downtown
43	Engage the N. Texas representative from the Governor's Office of EDT	Invite Janie Havel to a meeting to understand programs available from the Governor's Office
47	Engage the economic development staff at the Dallas Reg. Chamber	Engage Mike Rosa, head of the ED Division at the Dallas Regional Chamber and establish relationship
47	Engage the area rail service provider	Invite the local rail service manager to a meeting to discuss issues / opportunities related to rail services
53	Engage the COC regarding roles for betterment of businesses	Engage the Chamber leadership regarding each others roles and ways to work to the benefit of businesses
<b>PLAN - Update / enhance economic development policies and plans</b>		
2	Adopt an Action Plan and implement objectives	A plan of action for the near term (1-3 yrs) for the Board and Staff to advance prioritized objectives
5	Adopt a comprehensive Incentives Policy	A Policy that identifies potential incentives, business requirements and administrative processes
5	Support Planning efforts to manage growth	Assist in funding or preparation of plans that are intended to manage and guide development
11	Target incentives toward higher paying jobs	Include provisions in Incentives Policy to provide more / better incentives for the higher paying jobs
12	Adopt a Plan addressing housing challenges and opportunities	Adopt a Housing Plan looking at existing inventory, new potential, revitalization programs, etc.
31	Adopt / implement a Property Enhancement Incentives Policy	A matching-grant Policy to make commercial properties more commercially viable
<b>PROC - Enhance development processes to improve Economic Development</b>		
51	Pursue enhanced development / permitting processes	Engage leadership at City Hall to discuss importance of a business-friendly development process
<b>RED - Analyze and promote real estate development / redevelopment opportunities</b>		
8	Adopt a Redevelopment Plan	A Plan that identifies areas for redevelopment to increase the commercial tax base
19	Evaluate constructing a spec building for potential prospects	Evaluate all aspects of constructing a spec building to have ready for potential prospect
23	Develop a Sites & Buildings Summary	A summary showing the location of available sites or buildings and a matrix of data and contacts for each
27	Evaluate opportunities to acquire EDC properties	Identify and evaluate potential properties for acquisition and future disposition by the EDC
32	Support programs to revitalize the downtown area	Support programs to revitalize the downtown area (infrastructure, building enhancements, etc.)
47	Construct a professional entry portal to the Industrial Park	Contract to design / construct a professional entry portal at the entrance to the Industrial Park



## GOALS & OBJECTIVES

### Athens Economic Development Corporation

Following is a summary of the Goals & Objectives sorted by Goals (tan rows).

Rank	Objective	Description
<b>RES - Identify, develop and enhance Economic Development resources</b>		
3	<b>Assist in funding acquisition and development of GIS mapping</b>	<i>Assist in funding the acquisition and development of a Geographic Information System for mapping</i>
15	<b>Develop robust data to highlight availability of water</b>	<i>A summary with data describing existing strenghts and potential growth in the water system for business</i>
21	<b>Upgrade the AEDC Website</b>	<i>Comprehensive website content accessed in an organized and efficient manner</i>
36	<b>Develop data / graphics showing connectivity to highways</b>	<i>Develop graphics showing proximity and travel time to major highways / interstates</i>
36	<b>Develop resources to attract retail and restaurants</b>	<i>Develop resources and data to attract and retain retail and restaurants</i>
40	<b>Develop robust data on the assets and capabilities of the college</b>	<i>A summary of detailed curriculum, facilities, and capabilities to help businesses</i>
43	<b>Identify available / needed E.D. resources</b>	<i>Identify what resources are available and / or needed to benefit E.D. efforts</i>
43	<b>Develop robust data on the availability of medical services</b>	<i>A detailed summary of medical facilities and services offered locally and regionally</i>
51	<b>Contract for professional photography as needed for M&amp;P</b>	<i>Contract for professional photography to be used in marketing &amp; promotion and on website</i>
53	<b>Develop robust data to highlight trade area</b>	<i>A summary with data / maps showing population and housing likely to patronize local businesses</i>
59	<b>Develop data / graphics showing commercial airports</b>	<i>Develop graphics showing proximity and travel time to commercial airports</i>
<b>WORK - Implement programs to understand and enhance the workforce</b>		
7	<b>Work with allies to develop vocational training programs</b>	<i>Work with educational allies to develop vocational training programs desired by businesses</i>
8	<b>Partner with allies to establish workforce development programs</b>	<i>Partner with allies to establish a robust workforce development program to enhance the labor pool</i>
12	<b>Understand and represent the available workforce</b>	<i>Research and prepare a summary on the available local and regional workforce</i>



## M-G-O PROGRESS REPORT

### Athens Economic Development Corporation

This *Mission - Goals - Objectives Progress Report* summarizes the *Prioritized Objectives* in a format that allows monitoring and reporting of progress on a regular basis. (Two-page example only)

Prior.	Goal	Objective	When	Resp.	%	Notes
1	INF	Identify and fund infrastructure that supports business growth				
A						
B						
2	PLAN	Adopt an Action Plan and implement objectives				
A						
B						
3	RES	Assist in funding acquisition and development of GIS mapping				
A						
B						
4	PART	Develop a program to engage builders / brokers / developers				
A						
B						
5	PLAN	Adopt a comprehensive Incentives Policy				
A						
B						
5	PLAN	Support Planning efforts to manage growth				
A						
B						
7	WORK	Work with allies to develop vocational training programs				
A						
B						
8	WORK	Partner with allies to establish workforce development programs				
A						
B						
8	RED	Adopt a Redevelopment Plan				
A						
B						
8	INF	Pursue enhanced Internet / Cellular service				
A						
B						
11	PLAN	Target incentives toward higher paying jobs				
A						
B						
12	INF	Identify and prioritize infrastructure needs at the Industrial Park				
A						
B						





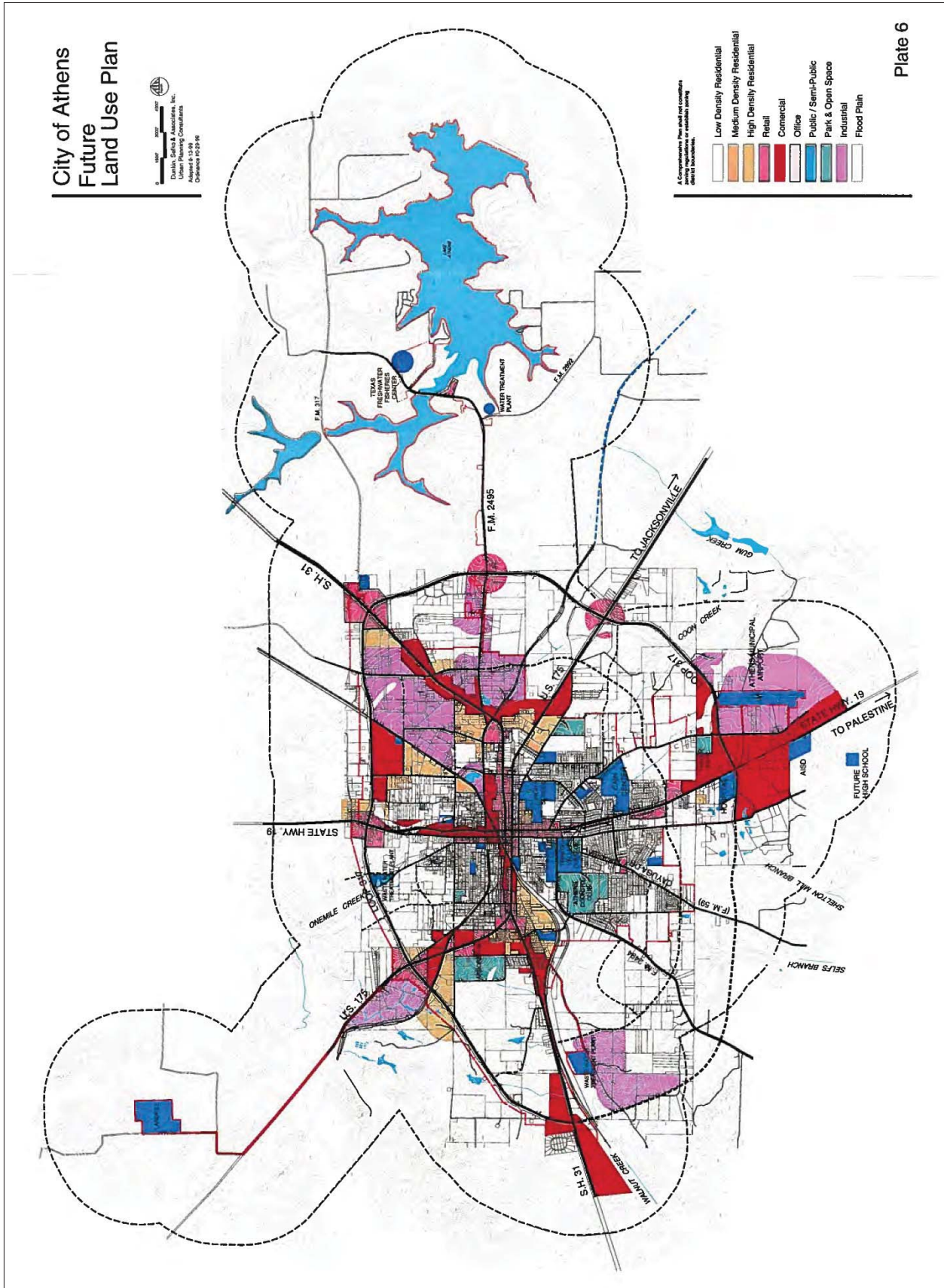
**Athens Economic Development Corporation**

Prior.	Goal	Objective	When	Resp.	%	Notes
12	WORK	Understand and represent the available workforce				
A						
B						
12	PLAN	Adopt a Plan addressing housing challenges and opportunities				
A						
B						
15	PART	Start fresh to develop good relationships with Council				
A						
B						
15	PART	Identify and engage allies and stakeholders				
A						
B						
15	ENH	Identify community enhancements that support business growth				
A						
B						
15	RES	Develop robust data to highlight availability of water				
A						
B						
19	BRE	Implement a comprehensive BRE program				
A						
B						
19	RED	Evaluate constructing a spec building for potential prospects				
A						
B						
21	RES	Upgrade the AEDC Website				
A						
B						
21	ADM	Better communicate EDC programs / successes				
A						
B						
23	PART	Engage the local ISD leadership team and market positives				
A						
B						
23	ENH	Fund enhancements in the downtown area				
A						
B						
23	M&P	Develop a Marketing & Promotion Plan				
A						
B						
23	RED	Develop a Sites & Buildings Summary				
A						
B						



# Appendix A

## Future Land Use Plan





## Appendix B

### Prior Economic Development Strategic Plans

#### **2013-2017 Economic Development Strategic Plan**

This five-year EDSP was prepared by TIP Strategies, LLC from Austin. High level goals and objectives in the plan included the following:

**Goal 1:** *Sites & Tools - Increase the capacity to accommodate new investment and employment in Athens*

- 1.1 Pursue targeted assembly of sites & buildings suitable for industrial and commercial development
- 1.2 Identify and market available sites and buildings for new private development
- 1.3 Continue adding and refining local economic development incentives

**Goal 2:** *Marketing & Attraction - Increase awareness of economic development opportunities in Athens*

- 2.1 Raise the profile of Athens regionally and nationally
- 2.2 Initiate a local marketing effort designed to highlight local business success stories
- 2.3 Influence the image of Athens portrayed on the web and social media
- 2.4 Raise awareness through affinity marketing
- 2.5 Support efforts to enhance the image of gateways into Athens

**Goal 3:** *Business Retention & Expansion - Create an environment that promotes the prosperity and growth of existing businesses*

- 3.1 Maintain inventory of existing businesses in Athens
- 3.2 Utilize a CRM system to manage contacts
- 3.3 Administer a regularly scheduled employer survey
- 3.4 Conduct business visitations
- 3.5 Host business roundtables
- 3.6 Provide networking opportunities for small businesses
- 3.7 Promote existing small business programs and services
- 3.8 Review existing City regulations
- 3.9 Have an intervention strategy
- 3.10 Assist revitalization efforts of downtown Athens

**Goal 4:** *Talent Development - Make Athens a destination for technical training*

- 4.1 Support regional and local workforce development efforts
- 4.2 Strengthen AEDC's relationship with TVCC
- 4.3 Continue supporting educational excellence

#### **2018-2020 Economic Development Strategic Plan**

This three-year EDSP was prepared by Opportunity Strategies, LLC. High level goals and objectives in the plan included the following:

**Goal 1:** *Asset Management & Acquisition - Manage and develop properties to secure new investment and employment in Athens*

- 1.1 Manage and develop current assets
- 1.2 Pursue the acquisition, development, and management of new assets
- 1.3 Identify available industrial and retail / commercial sites and buildings for new private development
- 1.4 Continue adding and refining local regulations and economic development incentives
- 1.5 Support TxDOT, City of Athens, and Henderson County to seek funding for an airport expansion

**Goal 2:** *Marketing and Attraction - Increase awareness of economic development opportunities in Athens*

- 2.1 Continue to recruit and encourage new industrial development in Athens
- 2.2 Develop and implement an internal marketing plan
- 2.3 Support efforts to enhance the image of Athens and its corridors and entrances
- 2.4 Raise awareness of Athens' quality of life and the growing Arts community
- 2.5 Continue to recruit new retail and commercial development in Athens

**Goal 3:** *Business Retention and Expansion - Create an environment that promotes the prosperity and growth of existing businesses*

- 3.1 Maintain inventory of existing businesses in Athens and manage relationships through the Synchronist database
- 3.2 Conduct existing industry visits
- 3.3 Initiate community roundtables
- 3.4 Conduct business appreciation events
- 3.5 Promote existing small business programs and services

**Goal 4:** *Talent Development - Enhance and promote technical training opportunities*

- 4.1 Support regional and local workforce development efforts
- 4.2 Strengthen AEDC's relationship with TVCC and area ISD's
- 4.3 Target, develop and recruit young talent in Athens



## Appendix C

### Terms & Definitions

Following are terms used in this Action Plan or referenced during development of the Plan. For a comprehensive list of Economic Development Terms, visit [www.EDPBestPractices.com](http://www.EDPBestPractices.com).

**Act - Development Corporation Act:** The Development Corporation Act of 1979, now codified in Chapters 501-505 of the Texas Local Government Code. This Act authorizes the establishment of AEDC's.

**Action Plan:** A plan developed by an organization to help them focus on goals, objectives, and tasks needed in the near term in order to accomplish their mission.

**AEDC - Athens Economic Development Corporation:** An organization of the City funded by City sales tax.

**BRE - Business Retention & Expansion:** Programs that support and expand existing businesses.

**CIP - Capital Improvement Plan:** A plan for funding improvements to public infrastructure.

**EDO - Economic Development Organization:** A generic description to represent all types of ED agencies.

**FLUP - Future Land Use Plan:** A map of the City showing the desired ultimate land use for all properties in the City.

**Goal:** A statement of a high-level action to be accomplished through the completion of objectives.

**Incentives:** Various inducements that a City might offer a business or developer to invest in their City.

**Incentives Policy:** A Policy approved by the governing body identifying their receptivity to providing various types of incentives, and administrative processes to implement the incentives.

**Infrastructure:** Typically means the water, sewer, streets and drainage improvements owned and maintained by the City.

**Marketing Collateral:** Any number of resources used to help an EDC market their jurisdiction.

**Marketing Plan:** A Plan identifying the venues, targets, and resources needed to market a jurisdiction. Often includes a schedule and budget of events.

**Master Planning Components:** Typically a Future Land Use Plan, Thoroughfare Plan, Park Master Plan, Trail System Plan, Water / Sewer Plans.

**Mission:** A statement identifying the purpose of an organization.

**NTCAR - North Texas Commercial Association of Realtors:** An organization of commercial brokers in the DFW region. [www.NTCAR.org](http://www.NTCAR.org)

**Objective:** A statement identifying what needs to be done to meet a goal.

**Prioritization Process:** The process of allowing all Board members to rank the identified objectives resulting in a cumulative ranking for the Board.

**Prospect:** A potential new business.

**SCR - Society of Commercial Realtors:** An organization of commercial brokers active primarily in Tarrant County.

**Sites & Buildings Summary:** A document showing graphically the location of all available land sites in the City, with broker contact information and brief notes on zoning, land use plan, utilities, etc.

**SOP - Standard Operating Procedure:** A procedure pre-established to handle a particular issue consistently.

**SWOT Analysis:** An analysis of the Strengths, Weaknesses, Opportunities and Threats.

**TEDC - Texas Economic Development Council:** A state-wide organization of professionals and volunteers in the economic development industry.

**Traffic Count Report:** A summary of 24 hour, two-way counts of vehicles passing a particular point on a roadway.

**TxDOT:** The Texas Department of Transportation.

**Zoning Map:** A map of the City showing the existing zoning for all properties.

