



# KILGORE

★ T E X A S ★

ECONOMIC DEVELOPMENT CORPORATION

Year End Report 2018-2019

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## FY 2018-2019 KILGORE EDC YEAR-END REPORT

### ABOUT THIS REPORT

The Kilgore Economic Development Corp.'s 2019 Fiscal Year End Report is a snapshot of the internal workings and results of the organization over the past fiscal year. The following document includes:

- ★ Summary of Accomplishments and Activities.
- ★ Accomplishments of companies with KEDC agreements.
- ★ The 2017-2022 Strategic Plan and FYE 2019 Program of Work Results.
- ★ Trend details.
- ★ New credentials.
- ★ End of year financials (unaudited).

### BOARD OF DIRECTORS 2018-2019



**Bryan Johnston**  
President

**Bobby Beane**  
Vice President

**Vic Price**  
Secretary-Treas.

**Ruben Martin**  
Asst. Sec.-Treas.

**Bob Davis**  
Director

### PROFESSIONAL STAFF 2018-2019



**Amanda Nobles**  
Executive Director

**Jana Russell**  
Assistant Director &  
Marketing Manager

**Stephanie Moore**  
Office & Property  
Manager

**Austin Clark**  
Business Retention &  
Expansion Specialist

### ABOUT KILGORE EDC

During the past five years, KEDC staff has closed 27 projects representing a total of more than \$150 million in new and retained capital investment and 2,800 retained and created jobs under contract. KEDC is an organization founded in 1990 and funded by a dedicated sales tax approved by voters. It is directed by a five-person board and managed by a staff of four with certifications in economic development and economic development finance. KEDC has won international awards for excellence in economic development, including the Texas Community Economic Development Award in years 2001, 2007, 2015, and 2019.

## SUMMARY OF ACCOMPLISHMENTS AND ACTIVITIES

At each year's end, KEDC reflects on its Strategic Plan as a whole as well as the Mission and Vision Statements to determine how its accomplishments and activities are moving the organization forward. Below is a summary of accomplishments for fiscal year 2018-2019.

### **KEDC Mission Statement**

*To enhance a business climate that is conducive to **job creation and retention**,  
improving the standard of living for Kilgore residents.*

**Job creation and retention:** Through nine new KEDC Economic Development Performance Agreements, companies projected to create 128 new jobs and retain 492 for a total of 620 jobs under contract. Job retention and creation counts are above three- and five-year averages.



620

### **KEDC Vision Statement**

*A **diverse** economy that attracts and retains **high impact projects** and quality jobs.*

**Diversity:** Of the 15 active agreements during 2018-2019, only three were related to the energy sector, at 20 percent of total agreements. That percentage is well below the level of 47 percent recorded in 2013.



20%

**Projects:** Nine companies signed economic development agreements. The number of companies committing to an agreement is almost twice the three- and five-year average and three times more than previous recent years.



9

**Impact:** Companies under new Economic Development Performance Agreements are projecting new investment of \$35,543,726, which is more than the five-year average. Companies operating under existing agreements continue to exceed investment projections, this year by more than \$9 million.



\$35,543,726

**Incentives:** KEDC performance-based incentives are investments in the growth of Kilgore. These investments are based on the economic impact of each project and are measured by the rate of return and payback period of the investment. Economic impact is determined by a variety of factors, including number of employees, payroll, contribution to ad valorem and sales taxes, type of industry, and length of agreement. Below is the average for the nine agreements closed this fiscal year.

\$

22.5% ROR

6 Year Payback

## FY 2018-2019 KILGORE EDC YEAR-END REPORT

### ACCOMPLISHMENTS OF COMPANIES WITH KEDC AGREEMENTS

The Kilgore Economic Development Corp. board of directors invested in nine companies through Economic Development Performance Agreements. The number of companies entering an agreement exceeds both three- and five-year averages.

Those companies are retaining 492 jobs and projecting to create 128 new jobs. The number of new jobs exceeds both three- and five-year averages. Companies are projecting to invest \$35,543,726 this fiscal year, which is greater than the five-year average. A significant capital investment by Orgill last fiscal year tilted the three-year average up. Without that investment, this year significantly exceeds the three-year average. The percentage of KEDC incentive to company investment was 4.6 percent, which is average for KEDC most years.

*See Attachment A for a larger image of the chart below.*

Company Name	Project Type	Energy Related	Retained Jobs	New Jobs Created	TOTAL Jobs	Retained Company Investment	New Company Investment	TOTAL Investment
VW Manufacturing Services LLC #2	E	1	35	15	50		\$ 3,400,000	\$ 3,400,000
Maverick Well Service LLC	E	1	60	6	66		\$ 3,285,000	\$ 3,285,000
Southern Plastics #8	E		278	9	287		\$ 4,800,000	\$ 4,800,000
Cleveland Steel Container Corporation	E		30	6	36		\$ 1,000,000	\$ 1,000,000
Meritt Preferred Components, Inc.	R		35		35	\$ 3,000,000	\$ -	\$ 3,000,000
SUB at Mid-Year		2	438	36	474	\$ 3,000,000	\$ 12,485,000	\$ 15,485,000
VW Manufacturing Services LLC #3	R	1	50		50	\$ 7,770,000		\$ 7,770,000
Wagner Tuning LLC	A			30	30		\$ 6,200,000	\$ 6,200,000
Thousand Oaks Corporation dba Evolution Outdoor Design	E/A		4	57	61		\$ 5,660,000	\$ 5,660,000
Pinnacle Coatings of East Texas LLC	E			5	5		\$ 428,726	\$ 428,726
SUB remainder of year		1	54	92	146	\$ 7,770,000	\$ 12,288,726	\$ 20,058,726
<b>TOTALS</b>		3	492	128	620	\$ 10,770,000	\$ 24,773,726	\$ 35,543,726

The chart below lists the compliance results of the 15 active agreements with KEDC last fiscal year. Most primary employers operating under economic development performance agreements continued to meet projections. A few have exceeded them, adding more than \$8 million additional investment and 9 additional jobs as a group. It also should be noted that the number of active agreements related to the energy sector continued to decline from 47 percent in 2012-2013 to 20 percent this fiscal year.

*See Attachment B for a larger image of the chart below.*

EDPA	Year	Term	Agreement	Compliant	Non Compliant	Extended	Energy	Outstanding	Complete
McClung Energy Services, LLC #1				1			1		
SCP Distributors, LLC #1		5	1			1			
Southern Plastics dba CSI #6				1					1
Premier Pressure Pumping LLC	2	5	1	1			1		
Maverick Well Service (Investment portion only)				1			1		
SCP Distributors, LLC #2			2			1			
Southern Plastics dba CSI #7	2	3	7	1					
VW Manufacturing Services	1	3		1					
Pinnacle Coatings	CO	5	1	1					
Orgill, Inc.	1	10	3	1					
Freedom Communication Technologies, Inc.	4	5	1	1					
TC Manufacturing, Inc. dba Pak-Sher #3					1				1
TC Manufacturing, Inc. dba Pak-Sher #4*					1				1
TC Manufacturing, Inc. dba Pak-Sher #5				1					1
CHEP Recycled Pallet Solutions, LLC*								1	
<b>TOTALS</b>				10	2	2	3	1	4
<b>Tax Abatement</b>									
Skeeter Products, Inc.				1					
<b>TOTALS</b>				1					

THE 2017-2022 STRATEGIC PLAN

The Strategic Plan for the Kilgore Economic Development has three areas of focus:

1. Business Climate – Development of real estate assets for Kilgore EDC targets.
2. New and Retained Investment and Jobs –Project development and closure.
3. Sustainability – Maintenance of resources to support economic development in Kilgore.

Business Climate	Maintain a relevant inventory of property for primary employers.
New and Retained Investment and Jobs	Generate leads from non-energy related industry sectors.
Sustainability	Protect the financial integrity of the organization.

The Kilgore EDC organizational statements are as follows:

**Mission:** To enhance a business climate that is conducive to primary job creation and retention, improving the standard of living for Kilgore residents.

**Vision:** A diverse economy that attracts and retains high impact projects and quality jobs.

**Value:** We deliver high impact results with outstanding customer service.

FY 2018-2019 KILGORE EDC YEAR-END REPORT

STRATEGIC PLAN FOR BUSINESS CLIMATE

Business Climate	Maintain a relevant inventory of property for primary employers.	FYE 2019
<b>Objective</b>	To be primed to attract investment, we must evaluate gaps in inventory and infrastructure and invest as finances allow, ensuring key sites and buildings are prospect ready.	
<b>Goal</b>	Keep “Cannot Respond” rate to below 20%.	17%
<b>Measurement</b>	Commitments for: <ol style="list-style-type: none"> <li>Asset development.</li> <li>Infrastructure development to benefit primary employers.</li> </ol>	<ol style="list-style-type: none"> <li>\$8,866,850</li> <li>\$ 348,584</li> </ol>

**Goal:** The “Cannot Respond” rate indicates if existing infrastructure and inventory are meeting the needs for new development. The rate this year was 17 percent, meeting our goal of 20 percent or less. All but two of the leads in this category originated with the Governor’s Office for Economic Development. One originated with a consultant and the other with the KEDC membership in Team Texas. The leading reason KEDC was unable to respond was a company’s need for an existing building, and the average size of building requested this year was just over 100,000 SF.

**Measurement:** Projects this year included the purchase of Shell Building II and the preparation of a concept building that has been leased to Wagner Tuning. Investment in infrastructure and KEDC assets are listed below. The investment total exceeds both three- and five-year averages.

See Attachment C for a larger image of the chart below.

Asset	Project	Investment
Advanced Technology Center	Expansion	\$ 800,000
	Lighting	\$ 1,000
2002 Synergy Blvd.	Building Acquisition	\$ 3,013,898
	associated costs	\$ 100,000
	Fire Pump and Equipment	\$ 64,495
4017 Enterprise	Wagner Tuning Building	\$ 4,392,075
	pipes and fittings	\$ 13,200
	contingency fund	\$ 438,830
Synergy Park	Driveway Construction	\$ 27,352
	Foreign Trade Zone Expansion	\$ 15,000
		\$ 20,000
4005 FM 349	Street Lights	\$ 1,000
	<b>Sub Asset Development</b>	<b>\$ 8,886,850</b>
	<b>Infrastructure</b>	<b>Investment</b>
Synergy Park	Fire Line Construction	\$ 103,500
	Elder Lake Rd.	\$ 180,589
	<b>Sub Infrastructure Development</b>	<b>\$ 284,089</b>
<b>TOTAL ASSET AND INFRASTRUCTURE EXPENSE</b>		<b>\$ 9,170,939</b>

FY 2018-2019 KILGORE EDC YEAR-END REPORT

PROGRAM OF WORK FOR BUSINESS CLIMATE

KEDC engaged in the following activities last fiscal year to meet our business climate goals.

Strategy	Activity	Goal	Project	Complete	Remain	Target	
<b>Infrastructure</b>							
Synergy Park <i>Alliance Way</i>	Utility installation	1	Electricity	0	1	Y	
		1	Fiber/Broadband	0	1	Y	
		1	Natural Gas	0	1	Y	
<b>Inventory</b>							
Synergy Park Phase V	Design	1	Lot and Road Placement Evaluate and Compare 2	1	0	Y	
Industrial Park 2.0	Site Evaluation	1	Sites	0	1	Y	
Spec Building Program	Promotion	1	Website	1	0	Y	
Property Management	Inspections	2	2706 Highway 135	2	0	Y	
		2	CDL Facility	2	0	Y	
		2	Advanced Technology Center	2	0	Y	
		4	Synergy Park	4	0	Y	
		4	Cox Drive	4	0	Y	
		4	Kilgore Industrial Park	4	0	Y	
		4	North Kilgore Industrial Park	4	0	Y	
		4	349 at 2276 40 Acres	4	0	Y	
		Maintenance	As Needed	2706 Highway 135	3		Y
		Maintenance	As Needed	4005 FM 349	9		Y
Room Rentals	As Needed	Synergy Center	22		Y		
Property Identification	Other Real Estate	12	Available Industrial Space	11	1	Y	

STRATEGIC PLAN FOR JOBS AND INVESTMENT

New and Retained Investment and Jobs	Generate leads from non-energy related industry sectors.	FYE 2019
<b>Objective</b>	To attract and retain high impact projects with quality jobs from targeted industries we must engage in both inbound and outbound marketing and BRE programs.	
<b>Goal</b>	Close projects with an average ROR of 10% or more and a payback period of 10 years or less.	22.5% 6 Years
<b>Measurement</b>	From targeted industry sectors: 3. Number of leads generated from targeted industry sectors. 4. Number of closed projects. 5. Number of jobs under contract. 6. Amount of investment under contract.	3. 89% 4. 9 5. 620 6. \$35,543,726

Goal: It is the goal of the KEDC board of directors to close projects in a fiscally responsible manner and with the goals of a 10 percent rate of return or better and a payback period of 10 years or less. This fiscal year the rate of return on nine projects averaged 22.5 percent and the payback period averaged 6 years.

Measurement: All closed projects start with a lead and end with projections of capital investment dollars retained or created along with retained and/or created jobs. This fiscal year KEDC produced 53 leads and closed nine projects representing companies projecting \$35.5 million dollars in projected retained and new capital investment and 620 retained and created jobs under contract.

An analysis of lead development sources and types as well as lead closure sources and types follow under the trend analysis section.

FY 2018-2019 KILGORE EDC YEAR-END REPORT

PROGRAM OF WORK STRATEGIES FOR JOBS AND INVESTMENT

KEDC identified 53 leads from companies through the following activities.

Strategy	Activity	Goal	Project	Complete	Remain	Target
<b>Lead Development</b>						
Retained and Expanded Industries	BRE Visits	90		36	54	N
	Industry Survey	30	At Risk Identification		30	
New Industries	Geographic Recruitment	3	NETEA	2	1	Y
		1	Team Texas	2	-1	Over
		1	EAIC	1	0	Y
		1	Internal	3	-2	Over
	Trade Shows	2	Right Corner	2	0	Y
		2	Team Texas	2	0	Y
Lead Generating Agents	Trade Show Recruitment	4	Internal	4	0	Y
	Lead Gen	10	Teleconferences/ Meetings	10	0	Y
	Site Selectors	1	SEDC	1	0	Y
		1	Team Texas	2	-1	Over
	Office of the Governor	1	NETEA	1	0	Y
		1	Go Big in Texas	1	0	Y
Lead Nurturing	Industrial Realtors	2	I-20 Corridor	2	0	Y
	Online	12	Monthly	12	0	Y
	Contact Programs	1	Annually	1	0	Y
	IAMC	2	Biannually	1	1	Y
<b>Branding</b>						
Collateral Materials	Profile	1	Update	0	1	N
		1	*Quality of Place	0	1	Y
	Videos	3	*Testimonials	4	-1	Over
	Photos	1	Profile Update	1	0	Y
Online Presence	Value Proposition	3	Three Top Targets	4	-1	Over
	Promotional Items	1	*Commemorative	1	0	Y
	Website	1	Refresh	0	1	Y
	Directories	1	Conway Data	1	0	Y
		1	TDI	0	1	Y
	Properties on Website	27	Verification	26	1	Y
<b>Workforce Development</b>						
Advanced Technology Center	Tours	1		0	1	Y
	Promotion	As Needed	Proposals	0		Y
	WorkKeys Testing	75	Students	0	75	Y
	Assessments	1	Industry	0	1	Y

FY 2018-2019 KILGORE EDC YEAR-END REPORT

STRATEGIC PLAN FOR SUSTAINABILITY

Sustainability	Protect the financial integrity of the organization.	FYE 2019
<b>Objective</b>	To impact economic outcomes in Kilgore we must seek and provide opportunities to collaborate with economic development partners.	
<b>Goal</b>	Maintain Kilgore Economic Development Corp. as a relevant and financially viable organization.	
<b>Measurement</b>	<ul style="list-style-type: none"><li>7. Meet budget.</li><li>8. Maintain positive cash flow.</li></ul>	<ul style="list-style-type: none"><li>7. Income at 132.42% of budget.</li><li>8. Even when considering potential cash outlay, cash flow is projected to be positive over the next 10 years and maintains a healthy reserve.</li></ul>

Goal and Measurement: KEDC is a fiscally responsible organization and finished the fiscal year at budget with a positive cash flow for the next 10 years.

FY 2018-2019 KILGORE EDC YEAR-END REPORT

PROGRAM OF WORK STRATEGIES FOR SUSTAINABILITY

Activities undertaken to sustain and develop the organization and foster a positive economic development environment are listed below.

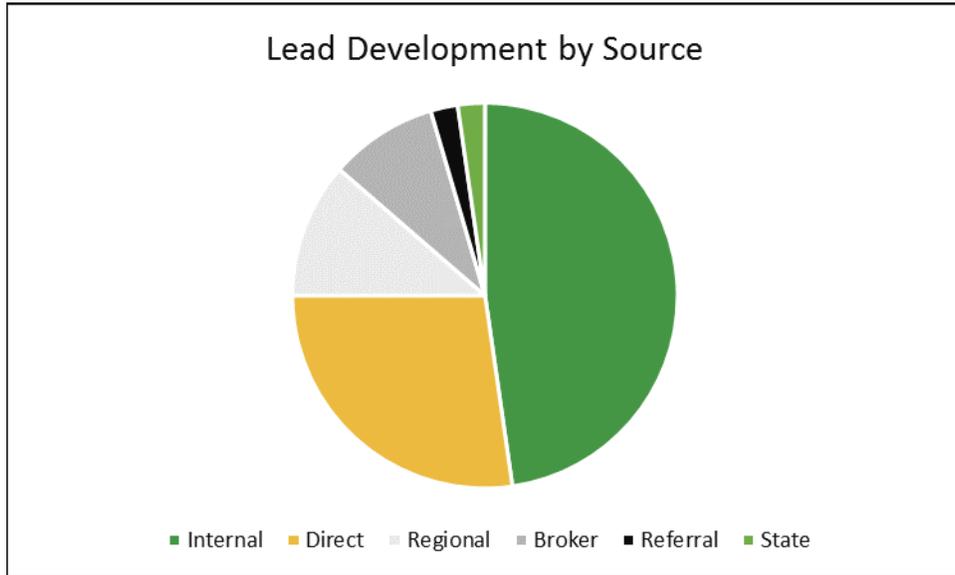
Strategy	Activity	Goal	Project	Complete	Remain	Target
<b>Partner Collaboration</b>						
Chamber of Commerce	Bizconnect	1	Sponsorship	1	0	Y
	Joint Training	1		0	1	Y
Kilgore College	Advisory Boards	2	Representation Middle School	2	0	Y
	Kilgore ISD	Career Events	1	Career Fair	1	0
Industry Assistance	As needed	12	Monthly	1	11	N
Industry Appreciation	Event	1	Reception	1	0	Y
			Ice Cream			
Workforce Appreciation*	Event	1	Delivery	1	0	y
HR Luncheons	Meetings	4	Quarterly	1	3	N
Governmental	Collaboration	1	City	1	0	Y
			County	1	0	Y
			State	1	0	Y
			Federal	1	0	Y
<b>Organizational Proficiency</b>						
Employee Performance	Reviews	4	Meetings	4	0	y
				BRE, ED, Gov., Property	13	11
Certifications Maintenance	IEDC, NDC, IAMC	3		3	0	Y
Certification Acquisition	EDI	1	Graduation	1	0	Y
Awards	Economic Excellence	1	Designation	3	-2	Over
Program of Work	2020	1		1	0	y
<b>Communications</b>						
Advisory Board Meetings	Administrative	2		2	0	Y
Board Meetings	Administrative	11		12	-1	Over
News	Announcements	3		3	0	Y
	Activities	6		7	-1	Over
Sustainability	TEDC Legislative Efforts	1		1	0	Y
Budget	Board Meetings	11		12	-1	Over
Cash flow	Board Meetings	11		12	-1	Over
	Financial	12	Reconciliations	12	0	Y
<b>Regulations and Legislation</b>						
	Chamber Governmental Affairs	1		1	0	Y

\*Workforce Appreciation included five events at three companies serving 365 employees.

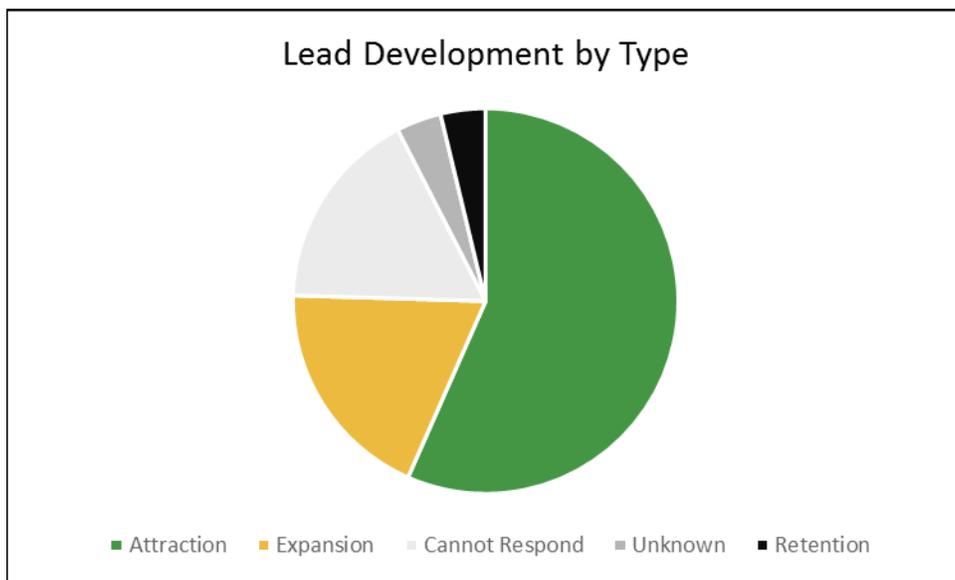
\*\*KEDC staff attends educational webinars and other seminars with regional, state, national and international focus on business recruitment and retention and regulatory issues.

### TREND ANALYSIS – LEAD DEVELOPMENT

Lead Development Sources: KEDC monitors the number of leads generated each year as well as lead sources to determine which marketing efforts are most on target. Source of leads generated to which KEDC could respond are illustrated in the chart below. Direct activities of KEDC generated 87% of those leads.

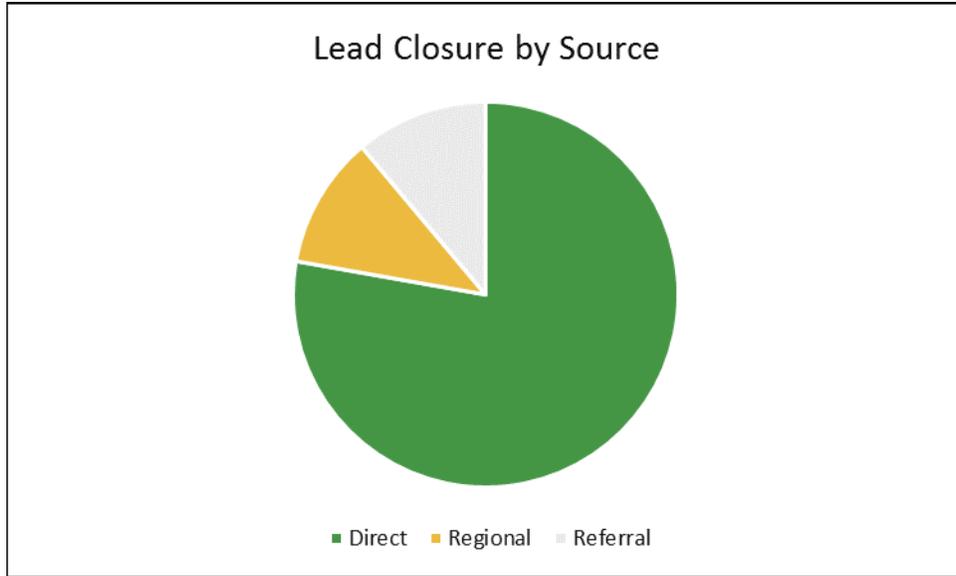


Lead Types: KEDC also tracks the type of leads. Results this fiscal year are fairly typical, although slightly more expansion leads were developed than average.

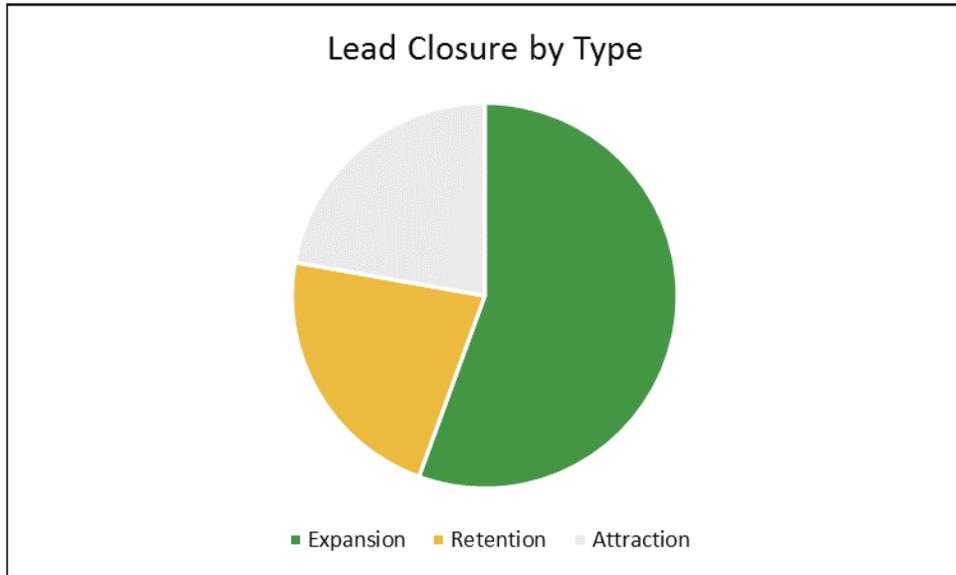


### TREND ANALYSIS – LEAD CLOSURE

Lead Closure Sources: KEDC monitors the number of leads generated each year as well as lead sources to determine which marketing efforts are most on target. Source of leads closed are illustrated in the chart below.



Lead Types: KEDC also tracks the type of leads generated as shown in the chart below.



# FY 2018-2019 KILGORE EDC YEAR-END REPORT

## TREND ANALYSIS - DETAIL

KEDC has produced consistent results by developing more economic development projects and placing an emphasis on nurturing those most promising. An analysis of recent trends compares FYE 2019 results to previous years and a five-year average.

Measurement	2014-2015	2015-2016	2016-2017	2017-18	2018-2019	3 Year Average	5 Year Average	5 Year Total
Projects	7	3	3	5	9	5.67	5.4	27
Company Investment	\$ 11,815,500	\$ 1,831,315	\$ 20,720,000	\$ 80,808,574.00	\$ 35,543,726.00	\$ 45,690,767	\$ 30,143,823.00	\$ 150,719,115.00
Incentive/Investment	\$ 924,233	\$ 83,000	\$ 400,000	\$ 1,454,875	\$ 1,628,958	\$ 1,161,277.67	\$ 898,213.20	\$ 4,491,066.00
Total Jobs Under EDPA	536	464	326	861	620	602	561	2807
Retained Jobs	468	434	284	710	492	495	478	2388
New Jobs	68	30	42	151	128	107	84	419
Asset Development	\$ 948,668.50	\$ 277,589.00	\$ 721,261.00	\$ 625,950.00	\$ 8,886,850.00	\$ 3,411,353.67	\$ 2,292,063.70	\$ 11,460,318.50
Infrastructure	\$ 2,011,709.21	\$ 1,504,643.00		\$ 189,500.00	\$ 284,089.00	\$ 236,794.50	\$ 997,485.30	\$ 3,985,941.21
Other City Projects	\$ 2,146,204.29	\$ 150,839.00					\$ 1,148,521.65	\$ 2,297,043.29
<b>TOTALS</b>	<b>\$ 5,106,582.00</b>	<b>\$ 1,933,071.00</b>	<b>\$ 721,261.00</b>	<b>\$ 815,450.00</b>	<b>\$ 9,170,939.00</b>	<b>\$ 3,569,216.67</b>	<b>\$ 3,549,460.60</b>	<b>\$ 17,747,303.00</b>
Energy Diversification %	30%	28%	25%	13%	20%	19%	23%	
Leads	<b>113</b>	<b>101</b>	<b>81</b>	<b>71</b>	<b>52</b>	<b>68</b>	<b>83.6</b>	<b>418</b>

## NEW CREDENTIALS

KEDC was awarded new credentials this fiscal year as a result of the organization's accomplishments and activities.



### TEXAS ECONOMIC DEVELOPMENT COUNCIL

Announced Kilgore as the recipient of two state-wide economic development awards for 2019: The CEDA Award for outstanding community with a population between 10,000 and 20,000 as well as the overall Transferability Award for its Virtual Building Program. (TEDC is the state-wide professional group for economic development in Texas.)

These new recognitions add to an already impressive list of credentials for the economic development organization of Kilgore. KEDC has won international awards for excellence in economic development from the International Economic Development Council and Business Retention and Expansion International. The Texas Economic Development Council has recognized KEDC with an Excellent rating every year since the recognition began in 2010. TEDC has awarded the Community Economic Development Award to KEDC in years 2001, 2007, 2015, and 2019.



2019 **TEXAS ECONOMIC DEVELOPMENT COUNCIL**  
2015 **The Community Economic Development Award**  
2007  
2001

This program recognizes exceptional contributions of TEDC member cities toward the economic vitality of their communities and the state of Texas through creativity, leadership, and partnership in the achievement of business attraction, business retention, business recruitment and community improvement.



2019 **TEXAS ECONOMIC DEVELOPMENT COUNCIL**  
**Best in Show Transferability Award**

Overall awards are presented for outstanding programs regardless of community size. The award recognizes programs or projects that show potential use by other economic development agencies or practitioners for similar opportunities or solutions in any size community. The criteria for award include that the program or project also should be readily transferable to comparable situations in other communities.



2019 **TEXAS ECONOMIC DEVELOPMENT COUNCIL**  
THRU **Economic Excellence Recognition**  
2010

The Texas Economic Development Council has recognized KEDC with an Excellent rating every year since the recognition began in 2010. The award in 2019 is for work accomplished in 2018.



2016 **BUSINESS RETENTION AND EXPANSION INTERNATIONAL**  
2009 **Project Impact Award**



2014 **INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL**  
**Video Multi Media Promotion Excellence – Bronze**



2011 **SOUTHERN ECONOMIC DEVELOPMENT COUNCIL**  
**Communications Awards Website Design - Superior**

FY 2018-2019 KILGORE EDC YEAR-END REPORT

UNAUDITED FINANCIALS

(Profit & Loss Budget vs. Actual October 1, 2018, to September 30, 2019, follows)

**Kilgore Economic Development Corp**  
**Budget vs. Actual Detail**  
 October 2018 through September 2019

	<u>Oct '18 - Sep 19</u>	<u>Budget</u>	<u>\$ Over/Under Budget</u>	<u>% of Budget</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5001 · Sales Taxes	3,161,516.63	2,600,000.00	561,516.63	121.6%
5005 · Garbage Sales Tax	11,579.87	11,000.00	579.87	105.27%
5201 · Interest -Austin Bank Operating	14,939.27	5,300.00	9,639.27	281.87%
5204 · Interest - Texpool Operating	182,544.54	65,000.00	117,544.54	280.84%
5205 · Interest-TexSTAR Bond Set Aside	40,945.56	0.00	40,945.56	100.0%
5380 · Lease Revenue Synergy #2 Tenant				
5380-01 · Lease Revenue Suite 100	7,779.23	0.00	7,779.23	100.0%
5380-02 · Lease Revenue Suites 200-300	14,430.00	0.00	14,430.00	100.0%
5380-04 · Lease Revenue Suite 400	32,209.68	0.00	32,209.68	100.0%
5380-05 · Lease Revenue Suite 500	7,779.24	0.00	7,779.24	100.0%
5380-06 · Lease Revenue Suite 600	23,550.70	0.00	23,550.70	100.0%
<b>Total 5380 · Lease Revenue Synergy #2 Tenant</b>	<b>85,748.85</b>	<b>0.00</b>	<b>85,748.85</b>	<b>100.0%</b>
5382 · CAM Reimb Revenue Synergy #2				
5382-01 · CAM Reimb Revenue Suite 100	0.00	0.00	0.00	0.0%
5382-02 · CAM Reimb Revenue Suite 200-300	1,800.00	0.00	1,800.00	100.0%
5382-04 · CAM Reimb Revenue Suite 400	5,418.22	0.00	5,418.22	100.0%
5382-05 · CAM Reimb Revenue Suite 500	0.00	0.00	0.00	0.0%
5382-06 · CAM Reimb Revenue Suite 600	4,181.32	0.00	4,181.32	100.0%
<b>Total 5382 · CAM Reimb Revenue Synergy #2</b>	<b>11,399.54</b>	<b>0.00</b>	<b>11,399.54</b>	<b>100.0%</b>
5400 · Lease Revenue	196,163.75	127,500.00	68,663.75	153.85%
5401 · Miscellaneous Income	21,379.77	1,000.00	20,379.77	2,137.98%
5402 · Incentive Recovery	21,708.97	21,300.00	408.97	101.92%
5409 · Grant Revenue	1,000.00	0.00	1,000.00	100.0%
<b>Total Income</b>	<b>3,748,926.75</b>	<b>2,831,100.00</b>	<b>917,826.75</b>	<b>132.42%</b>
<b>Gross Profit</b>	<b>3,748,926.75</b>	<b>2,831,100.00</b>	<b>917,826.75</b>	<b>132.42%</b>
<b>Expense</b>				
600 · Supplies Expense				
600-01 · Supplies Office	4,894.28	5,000.00	105.72	97.89%
600-05 · Supplies Staff & Boards	2,040.17	1,950.00	-90.17	104.62%
600-08 · Supplies Repair/Maintenance	381.25	700.00	318.75	54.46%
<b>Total 600 · Supplies Expense</b>	<b>7,315.70</b>	<b>7,650.00</b>	<b>334.30</b>	<b>95.63%</b>
610 · Contractual Services				
610-01 · Contract Incentives-EDPA-Compli	799,468.45	393,505.00	-405,963.45	203.17%
610-02 · Contract City of Kilgore	405,589.00	422,215.00	16,626.00	96.06%
610-07 · Contract Legal Services	24,095.28	25,000.00	904.72	96.38%
610-08 · Contract Prof Accounting Fees	12,550.00	13,400.00	850.00	93.66%
610-09 · Contract Eco Dev Services	38,343.28	20,000.00	-18,343.28	191.72%
610-11 · Contract Labor Services	12,811.50	25,000.00	12,188.50	51.25%
610-15 · Contract Rental Equipment	2,842.34	3,800.00	957.66	74.8%
610-18 · Contract IT Services	26,500.90	26,000.00	-500.90	101.93%
610-40 · 4A(s) Projects (Discretionary)	345,644.30	300,000.00	-45,644.30	115.22%
<b>Total 610 · Contractual Services</b>	<b>1,667,845.05</b>	<b>1,228,920.00</b>	<b>-438,925.05</b>	<b>135.72%</b>

Kilgore Economic Development Corp  
**Budget vs. Actual Detail**  
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	<u>Oct '18 - Sep 19</u>	<u>Budget</u>	<u>\$ Over/Under Budget</u>	<u>% of Budget</u>
<b>612 - School Registration &amp; Training</b>				
612-01 - TEDC Conf Registration Fees	4,672.00	3,395.00	-1,277.00	137.61%
612-02 - IEDC Registration Fees	95.00	750.00	655.00	12.67%
612-03 - BREI Registration Fees	422.85	450.00	27.15	93.97%
612-04 - SEDC Registration Fees	500.00	500.00	0.00	100.0%
612-05 - NDC Registration Fees	0.00	400.00	400.00	0.0%
612-06 - Sales Tax Training Registration	0.00	350.00	350.00	0.0%
612-07 - Open Gov't-Record Retention Reg	255.00	225.00	-30.00	113.33%
612-08 - CED Institute	2,225.00	1,750.00	-475.00	127.14%
612-09 - Synchronist Training	685.00	0.00	-685.00	100.0%
612-12 - CMCP Cert Manager Comm Property	0.00	0.00	0.00	0.0%
<b>Total 612 - School Registration &amp; Training</b>	<b>8,854.85</b>	<b>7,820.00</b>	<b>-1,034.85</b>	<b>113.23%</b>
<b>614 - Travel Expenses</b>				
614-01 - TEDC Travel	5,272.43	7,200.00	1,927.57	73.23%
614-02 - IEDC Travel	1,318.99	2,000.00	681.01	65.95%
614-03 - BREI Travel	98.45	2,000.00	1,901.55	4.92%
614-04 - SEDC Travel	1,240.56	1,500.00	259.44	82.7%
614-05 - NDC Travel	0.00	1,000.00	1,000.00	0.0%
614-06 - Sales Tax Training Travel	0.00	600.00	600.00	0.0%
614-07 - Open Gov't-Record Reten Travel	674.67	750.00	75.33	89.96%
614-08 - CED Travel	2,167.89	1,500.00	-667.89	144.53%
614-09 - Synchronist Travel	398.00	0.00	-398.00	100.0%
614-12 - BOMA (Bldg Owners Maint Assoc)	0.00	0.00	0.00	0.0%
614-15 - NETDR Meeting Travel	335.54	650.00	314.46	51.62%
614-16 - CEcD Certification Maint Travel	384.34	1,500.00	1,115.66	25.62%
614-17 - Gregg Co Day & E TX Coal Travel	710.27	1,500.00	789.73	47.35%
614-18 - Special Project Travel	6,670.62	6,500.00	-170.62	102.63%
614-19 - Kilgore MTGS - Other Travel	777.50	1,200.00	422.50	64.79%
614-20 - Mileage Exp for Local Travel	1,024.46	2,550.00	1,525.54	40.18%
614-25 - Mission Trip Travel	0.00	0.00	0.00	0.0%
<b>Total 614 - Travel Expenses</b>	<b>21,073.72</b>	<b>30,450.00</b>	<b>9,376.28</b>	<b>69.21%</b>
<b>616 - Dues, Fees &amp; Memberships</b>				
616-01 - TEDC Dues	2,000.00	2,000.00	0.00	100.0%
616-02 - IEDC Dues	435.00	420.00	-15.00	103.57%
616-03 - BREI Dues	100.00	150.00	50.00	66.67%
616-04 - SEDC Dues	250.00	250.00	0.00	100.0%
616-06 - SHRM Dues	0.00	209.00	209.00	0.0%
616-12 - BOMA Membership	0.00	0.00	0.00	0.0%
616-15 - NETEDR Dues	200.00	200.00	0.00	100.0%
616-28 - Texas SmartBuy Membership Dues	0.00	100.00	100.00	0.0%
616-30 - Sam's Club Membership Dues	100.00	0.00	-100.00	100.0%
616-32 - Chamber Commerce Membership Due	215.00	215.00	0.00	100.0%
<b>Total 616 - Dues, Fees &amp; Memberships</b>	<b>3,300.00</b>	<b>3,544.00</b>	<b>244.00</b>	<b>93.12%</b>

Kilgore Economic Development Corp  
**Budget vs. Actual Detail**  
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	<u>Oct '18 - Sep 19</u>	<u>Budget</u>	<u>\$ Over/Under Budget</u>	<u>% of Budget</u>
<b>620 - Marketing</b>				
<b>621 - Marketing Initiative Memb/Subcr</b>				
621-01 - NETEA Membership	11,975.00	12,000.00	25.00	99.79%
621-03 - Texas One Membership	5,000.00	5,000.00	0.00	100.0%
621-06 - Research 360 Subscription-Sites	1,295.00	3,995.00	2,700.00	32.42%
621-08 - Impact Data Source Subscription	4,423.00	4,423.00	0.00	100.0%
621-10 - Team Texas Membership	3,000.00	3,000.00	0.00	100.0%
621-12 - Right Corner Membership	2,500.00	2,500.00	0.00	100.0%
621-15 - I-20 Corridor Membership	2,500.00	2,500.00	0.00	100.0%
621-16 - IAMC Membership	1,645.00	1,645.00	0.00	100.0%
621-18 - Annual License WebBase Proposal	348.00	1,188.00	840.00	29.29%
621-20 - EAIC Membership	0.00	1,150.00	1,150.00	0.0%
621 - Marketing Initiative Memb/Subcr - Other	0.00	0.00	0.00	0.0%
<b>Total 621 - Marketing Initiative Memb/Subcr</b>	<b>32,686.00</b>	<b>37,401.00</b>	<b>4,715.00</b>	<b>87.39%</b>
<b>622 - Contractual Lead Generation</b>				
622-01 - Contract Marketing	15,800.13	20,000.00	4,199.87	79.0%
622-02 - Contract Markting Smart Calling	42,993.78	33,000.00	-9,993.78	130.28%
622-03 - Research & Market Intelligence	0.00	0.00	0.00	0.0%
<b>Total 622 - Contractual Lead Generation</b>	<b>58,793.91</b>	<b>53,000.00</b>	<b>-5,793.91</b>	<b>110.93%</b>
<b>623 - Social &amp; Email Marketing</b>				
623-01 - Website Marketing	33,199.00	36,000.00	2,801.00	92.22%
623-02 - Online Marketing	6,217.64	6,000.00	-217.64	103.63%
623-03 - Real Estate Advertising - Other	1,032.68	1,200.00	167.32	86.06%
623-20 - Web Page Updates	0.00	9,600.00	9,600.00	0.0%
623-25 - Social Media Advertising	136.46	1,000.00	863.54	13.65%
623-33 - Directory Listings	950.00	1,500.00	550.00	63.33%
<b>Total 623 - Social &amp; Email Marketing</b>	<b>41,535.78</b>	<b>55,300.00</b>	<b>13,764.22</b>	<b>75.11%</b>
<b>624 - Marketing Collateral Materials</b>				
624-01 - Photographs & Videos	3,122.66	10,000.00	6,877.34	31.23%
624-02 - Brochures & Presentation Materi	2,262.96	3,000.00	737.04	75.43%
624-03 - Promotional Items	2,066.69	5,000.00	2,933.31	41.33%
<b>Total 624 - Marketing Collateral Materials</b>	<b>7,452.31</b>	<b>18,000.00</b>	<b>10,547.69</b>	<b>41.4%</b>
<b>625 - Recruitment Activities</b>				
<b>625-01 - Team Texas</b>				
625-011 - Team Texas Marketing Fees	5,000.00	5,000.00	0.00	100.0%
625-012 - Team Texas Events	9,919.65	8,000.00	-1,919.65	124.0%
<b>Total 625-01 - Team Texas</b>	<b>14,919.65</b>	<b>13,000.00</b>	<b>-1,919.65</b>	<b>114.77%</b>
<b>625-03 - Texas One Recruitment Activity</b>				
625-032 - Texas One Meetings/Events Austi	581.06	1,500.00	918.94	38.74%
<b>Total 625-03 - Texas One Recruitment Activity</b>	<b>581.06</b>	<b>1,500.00</b>	<b>918.94</b>	<b>38.74%</b>
<b>625-04 - IAMC Registration &amp; Travel</b>				
625-041 - IAMC Fall Forum	4,034.28	3,200.00	-834.28	126.07%
625-042 - IAMC Spring Forum	2,949.35	3,200.00	250.65	92.17%
625-043 - IAMC Texas Dinner	950.00	600.00	-350.00	158.33%
<b>Total 625-04 - IAMC Registration &amp; Travel</b>	<b>7,933.63</b>	<b>7,000.00</b>	<b>-933.63</b>	<b>113.34%</b>

**Kilgore Economic Development Corp**  
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	<u>Oct '18 - Sep 19</u>	<u>Budget</u>	<u>\$ Over/Under Budget</u>	<u>% of Budget</u>
<b>625-05 · NETEA Lead Generation</b>				
625-051 · Company Visits Travel	3,788.69	7,500.00	3,711.31	50.52%
625-052 · State Agency Visits	1,002.36	1,500.00	497.64	66.82%
625-053 · NETEA Meetings	199.19	400.00	200.81	49.8%
<b>Total 625-05 · NETEA Lead Generation</b>	<u>4,990.24</u>	<u>9,400.00</u>	<u>4,409.76</u>	<u>53.09%</u>
<b>625-06 · I-20 Corridor</b>				
625-061 · I-20 Corridor Events	442.38	900.00	457.62	49.15%
625-062 · I-20 Corridor Meetings	20.75	100.00	79.25	20.75%
<b>Total 625-06 · I-20 Corridor</b>	<u>463.13</u>	<u>1,000.00</u>	<u>536.87</u>	<u>46.31%</u>
<b>625-07 · Right Corner</b>				
625-071 · Right Corner Events	5,995.71	5,000.00	-995.71	119.91%
625-072 · Right Corner Meetings	0.00	100.00	100.00	0.0%
<b>Total 625-07 · Right Corner</b>	<u>5,995.71</u>	<u>5,100.00</u>	<u>-895.71</u>	<u>117.56%</u>
<b>625-08 · EAIC Events</b>	8,006.67	15,000.00	6,993.33	53.38%
<b>625-10 · Consultant Visits</b>	0.00	0.00	0.00	0.0%
<b>625-13 · SEDC Meet the Consultants</b>	1,839.13	2,500.00	660.87	73.57%
<b>625-15 · Discretionary Marketing Opportu</b>	28,092.13	41,799.00	13,706.87	67.21%
<b>Total 625 · Recruitment Activities</b>	<u>72,821.35</u>	<u>96,299.00</u>	<u>23,477.65</u>	<u>75.62%</u>
<b>Total 620 · Marketing</b>	213,289.35	260,000.00	46,710.65	82.03%
<b>630 · Business Retention - Expansion</b>				
630-01 · BRE Meetings with Chamber	2,195.00	4,000.00	1,805.00	54.88%
630-02 · CEO Meetings	1,041.09	1,500.00	458.91	69.41%
630-04 · Business Appreciation Events	3,025.06	12,000.00	8,974.94	25.21%
630-05 · HR Meetings	1,963.78	4,500.00	2,536.22	43.64%
630-10 · SBDC Programs	92.54	5,000.00	4,907.46	1.85%
630-11 · Workforce Development	7,936.84	20,000.00	12,063.16	39.68%
630-13 · BRE Projects CEO Events	468.01	5,000.00	4,531.99	9.36%
630-19 · Contact Management Tool	1,250.00	1,250.00	0.00	100.0%
630-30 · BRE Surveys	0.00	0.00	0.00	0.0%
630-31 · Labor Market Data	8,750.00	13,622.00	4,872.00	64.23%
630-33 · Wage & Benefit Survey	0.00	0.00	0.00	0.0%
630-35 · Tax Base Value Survey	2,880.00	4,000.00	1,120.00	72.0%
<b>Total 630 · Business Retention - Expansion</b>	<u>29,602.32</u>	<u>70,872.00</u>	<u>41,269.68</u>	<u>41.77%</u>
<b>640 · Synergy Center Lease Expenses</b>				
640-01 · Lease Payments	41,525.00	45,300.00	3,775.00	91.67%
640-02 · NNN Expenses	11,450.00	12,960.00	1,510.00	88.35%
640-05 · Electric Utility	9,155.84	9,230.00	74.16	99.2%
640-06 · Telephone & Internet	4,905.26	5,000.00	94.74	98.11%
640-10 · Cleaning	6,175.98	6,700.00	524.02	92.18%
640-15 · Supplies for Synergy Center	909.35	750.00	-159.35	121.25%
640-16 · Repair & Maintenance	3,844.32	5,000.00	1,155.68	76.89%
640-20 · Training Room Rentals	-2,246.70	0.00	2,246.70	100.0%
<b>Total 640 · Synergy Center Lease Expenses</b>	<u>75,719.05</u>	<u>84,940.00</u>	<u>9,220.95</u>	<u>89.14%</u>

**Kilgore Economic Development Corp**  
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<b>650 - Buildings &amp; Grounds Maintenance</b>				
<b>651 - Synergy Park</b>				
651-01 - Cleaning & Maintenance Supplies	776.38	1,250.00	473.62	62.11%
651-03 - Contract Maintenance/Cleaning	15,600.00	15,600.00	0.00	100.0%
651-06 - Fish Texas Parks & Wildlife	2,648.80	2,650.00	1.20	99.96%
651-08 - Security Camera Maint & Repair	11,472.40	10,000.00	-1,472.40	114.72%
651-10 - Gates Maintenance & Repairs	1,221.26	3,500.00	2,278.74	34.89%
651-20 - Water Utilities	756.86	2,000.00	1,243.14	37.84%
651-21 - Electric Utilities	647.46	1,000.00	352.54	64.75%
651-22 - Telephone Line Service to Gate	748.36	700.00	-48.36	106.91%
651-26 - Security Patrol	11,430.14	12,000.00	569.86	95.25%
651-30 - Brush Hog Open Area Mowing	33,180.00	33,820.00	640.00	98.11%
651-31 - Trail Area Mowing	23,200.00	23,200.00	0.00	100.0%
651-32 - Tree Cutting & Removal	13,340.00	7,500.00	-5,840.00	177.87%
651-35 - Weed and Ant Control	0.00	1,800.00	1,800.00	0.0%
651-37 - Landscape & Beds Maintenance	3,600.00	3,600.00	0.00	100.0%
651-40 - Misc Repairs & Maintenance	13,795.05	30,000.00	16,204.95	45.98%
651-45 - Property Taxes - Kinney Land SP	0.00	0.00	0.00	0.0%
651-50 - SPPOA Reimbursement	-14,500.00	-14,250.00	250.00	101.75%
<b>Total 651 - Synergy Park</b>	<b>117,916.71</b>	<b>134,370.00</b>	<b>16,453.29</b>	<b>87.76%</b>
<b>652 - KNIP - Maverick Dr @ Hwy 42</b>				
652-30 - KNIP Brush Hog Open Area Mowing	0.00	1,000.00	1,000.00	0.0%
652-35 - KNIP Weed and Ant Control	0.00	0.00	0.00	0.0%
652-40 - KNIP Misc Repairs & Maintenance	0.00	500.00	500.00	0.0%
<b>Total 652 - KNIP - Maverick Dr @ Hwy 42</b>	<b>0.00</b>	<b>1,500.00</b>	<b>1,500.00</b>	<b>0.0%</b>
<b>653 - KIP - Energy Drive</b>				
653-21 - KIP Electric Service	437.30	330.00	-107.30	132.52%
653-30 - KIP Brush Hog Open Area Mowing	720.00	1,200.00	480.00	60.0%
653-37 - KIP Landscape & Bed Maintenance	2,280.00	2,280.00	0.00	100.0%
653-40 - KIP Misc Repairs & Maintenance	0.00	500.00	500.00	0.0%
<b>Total 653 - KIP - Energy Drive</b>	<b>3,437.30</b>	<b>4,310.00</b>	<b>872.70</b>	<b>79.75%</b>
<b>654 - KEDC Other Property Expense</b>				
654-60 - Cox Road Property	1,001.71	1,000.00	-1.71	100.17%
654-61 - FM 349 & 2276 CDL Testing Site	77.86	1,000.00	922.14	7.79%
654-62 - 2706 Hwy 135 N - Weatherford	11,836.00	500.00	-11,336.00	2,367.2%
654-63 - NOV Subdivision Tract 5	8,638.02	300.00	-8,338.02	2,879.34%
654-64 - 4005 FM 349 Advanced Tech Centr	4,626.13	22,086.00	17,459.87	20.95%
654-80 - Property Taxes	8,720.80	0.00	-8,720.80	100.0%
654-90 - Reserve for Buildings & Grounds	50,000.00	50,000.00	0.00	100.0%
<b>Total 654 - KEDC Other Property Expense</b>	<b>84,900.52</b>	<b>74,886.00</b>	<b>-10,014.52</b>	<b>113.37%</b>
<b>656 - Synergy #2 CAM Reimbursable Exp</b>				
656-01 - Fire Alarm Monitoring	230.73	0.00	-230.73	100.0%
656-02 - Landscape Maint Synergy #2	1,720.00	0.00	-1,720.00	100.0%
656-03 - Repair & Maint Synergy #2	0.00	0.00	0.00	0.0%
656-04 - Electric Utility Synergy #2	372.56	0.00	-372.56	100.0%
656-05 - Water Utility Synergy #2	628.31	0.00	-628.31	100.0%
656-10 - Misc CAM Expense	0.00	0.00	0.00	0.0%
<b>Total 656 - Synergy #2 CAM Reimbursable Exp</b>	<b>2,951.60</b>	<b>0.00</b>	<b>-2,951.60</b>	<b>100.0%</b>

**Kilgore Economic Development Corp**  
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<b>657 · Synergy #2 Non CAM Expenses</b>				
657-01 · Note Principal Synergy #2	50,231.64	0.00	-50,231.64	100.0%
657-02 · Note Interest Exp Synergy #2	35,877.20	0.00	-35,877.20	100.0%
657-03 · SPPOA Dues	0.00	0.00	0.00	0.0%
657-04 · Property Taxes Synergy #2	67,900.92	0.00	-67,900.92	100.0%
657-05 · Property Insurance Synergy #2	0.00	0.00	0.00	0.0%
657-10 · Misc Non CAM Expense Synergy #2	9,263.41	0.00	-9,263.41	100.0%
657-35 · Synergy #2 - Closing Costs	0.00	0.00	0.00	0.0%
<b>Total 657 · Synergy #2 Non CAM Expenses</b>	<b>163,273.17</b>	<b>0.00</b>	<b>-163,273.17</b>	<b>100.0%</b>
<b>Total 650 · Buildings &amp; Grounds Maintenance</b>	<b>372,479.30</b>	<b>215,066.00</b>	<b>-157,413.30</b>	<b>173.19%</b>
<b>660 · Capital Expenditures</b>				
660-01 · Capital Equipment Minor <\$5,000	0.00	5,000.00	5,000.00	0.0%
660-02 · Capital Equipment >\$5,000	6,168.40	10,000.00	3,831.60	61.68%
660-03 · Capital Furniture/Fixtures >\$5K	0.00	0.00	0.00	0.0%
660-05 · Capital Improvements - Synergy	135,128.30	200,000.00	64,871.70	67.56%
660-10 · Capital Improvements Other Prop	862,820.92	200,000.00	-662,820.92	431.41%
<b>Total 660 · Capital Expenditures</b>	<b>1,004,117.62</b>	<b>415,000.00</b>	<b>-589,117.62</b>	<b>241.96%</b>
<b>Total Expense</b>	<b>3,403,596.96</b>	<b>2,324,262.00</b>	<b>-1,079,334.96</b>	<b>146.44%</b>
<b>Net Ordinary Income</b>	<b>345,329.79</b>	<b>506,838.00</b>	<b>161,508.21</b>	<b>68.13%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
5300 · Sale of Asset	1,960,385.93	0.00	-1,960,385.93	100.0%
<b>Total Other Income</b>	<b>1,960,385.93</b>	<b>0.00</b>	<b>-1,960,385.93</b>	<b>100.0%</b>
<b>Other Expense</b>				
670 · Debt Service and Notes				
670-11 · Bond Exchange Fees	0.00	0.00	0.00	0.0%
<b>Total 670 · Debt Service and Notes</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>
680 · Transfers Out of Operating Fund				
680-10 · Bond Set Aside	180,000.00	180,000.00	0.00	100.0%
680-15 · Transfer Out to Fund 71	45,325.65	0.00	-45,325.65	100.0%
680-20 · Transfer Out to Bond I&S Acct	326,838.00	326,838.00	0.00	100.0%
680-30 · Transfer Out to Bond Reserve	0.00	0.00	0.00	0.0%
<b>Total 680 · Transfers Out of Operating Fund</b>	<b>552,163.65</b>	<b>506,838.00</b>	<b>-45,325.65</b>	<b>108.94%</b>
<b>Total Other Expense</b>	<b>552,163.65</b>	<b>506,838.00</b>	<b>-45,325.65</b>	<b>108.94%</b>
<b>Net Other Income</b>	<b>1,408,222.28</b>	<b>-506,838.00</b>	<b>1,915,060.28</b>	<b>-277.85%</b>
<b>Net Income</b>	<b>1,753,552.07</b>	<b>0.00</b>	<b>1,753,552.07</b>	<b>100.0%</b>

# ATTACHMENT A

Company Name	Project Type	Energy Related	Retained Jobs	New Jobs Created	TOTAL Jobs	Retained Company Investment	New Company Investment	TOTAL Investment
VW Manufacturing Services LLC #2	E	1	35	15	50		\$ 3,400,000	\$ 3,400,000
Maverick Well Service LLC	E	1	60	6	66		\$ 3,285,000	\$ 3,285,000
Southern Plastics #8	E		278	9	287		\$ 4,800,000	\$ 4,800,000
Cleveland Steel Container Corporation	E		30	6	36		\$ 1,000,000	\$ 1,000,000
Meritt Preferred Components, Inc.	R		35		35	\$ 3,000,000	\$ -	\$ 3,000,000
SUB at Mid-Year		2	438	36	474	\$ 3,000,000	\$ 12,485,000	\$ 15,485,000
VW Manufacturing Services LLC #3	R	1	50		50	\$ 7,770,000		\$ 7,770,000
Wagner Tuning LLC	A			30	30		\$ 6,200,000	\$ 6,200,000
Thousand Oaks Corporation dba Evolution Outdoor Design	E/A		4	57	61		\$ 5,660,000	\$ 5,660,000
Pinnacle Coatings of East Texas LLC	E			5	5		\$ 428,726	\$ 428,726
SUB remainder of year		1	54	92	146	\$ 7,770,000	\$ 12,288,726	\$ 20,058,726
<b>TOTALS</b>		<b>3</b>	<b>492</b>	<b>128</b>	<b>620</b>	<b>\$ 10,770,000</b>	<b>\$ 24,773,726</b>	<b>\$ 35,543,726</b>



## ATTACHMENT C

Asset	Project	Investment
Advanced Technology Center	Expansion	\$ 800,000
	Lighting	\$ 1,000
2002 Synergy Blvd.	Building Acquisition	\$ 3,013,898
	associated costs	\$ 100,000
	Fire Pump and Equipment	\$ 64,495
4017 Enterprise	Wagner Tuning Building	\$ 4,392,075
	pipes and fittings	\$ 13,200
	contingency fund	\$ 438,830
Synergy Park	Driveway Construction	\$ 27,352
	Foreign Trade Zone Expansion	\$ 15,000
		\$ 20,000
4005 FM 349	Street Lights	\$ 1,000
	<b>Sub Asset Development</b>	<b>\$ 8,886,850</b>
Infrastructure	Project	Investment
Synergy Park	Fire Line Construction	\$ 103,500
	Elder Lake Rd.	\$ 180,589
	<b>Sub Infrastructure Development</b>	<b>\$ 284,089</b>
<b>TOTAL ASSET AND INFRASTRUCTURE EXPENSE</b>		<b>\$ 9,170,939</b>