

Dan Bochsler, President
Kim Willmott, Vice-President
Charles Drane, Secretary/Treasurer
Firouz Haghighi, Director
Joseph Thompson, Director
Debbie Wacha, Director
Ernest Williams, Director



Christophe Trahan, EDC Director
Melissa Temple, Admin. Assistant
Mary Ann Admire, Marketing Analyst
Hunter Bell, Mainstreet Coordinator

**NOTICE OF SPECIAL CALLED MEETING
ECONOMIC DEVELOPMENT CORPORATION**

June 16, 2026

10:00 A.M.

PEDC Office

100 Willow Creek Pkwy, Suite A

Palestine, TX

Zoom Link: <https://us06web.zoom.us/j/84710806394?pwd=DuY58aMjMcHJDUpU0wQWVGpxKTGCoA.1>

Meeting ID: 847 1080 6394

Passcode: 073545

Note: when you are joining a Zoom meeting by phone, you can use your phone's dial pad to enter the commands *6 for toggling mute/unmute and *9 to "raise your hand." [Learn more here.](#)

Follow us live at: facebook.com/PalestineTxEDC

A. CALL TO ORDER

B. PROPOSED CHANGES OF AGENDA ITEMS

C. PUBLIC COMMENTS

Any citizen wishing to speak during public comments regarding an item on or off the agenda may do so during this section of the agenda. All comments must be no more than five minutes in length. Any comments regarding items, not on the posted agenda may not be discussed or responded to by the board. Members of the public may join via Zoom or in person.

D. CONFLICT OF INTEREST DISCLOSURES

E. ITEMS FROM BOARD

F. DIRECTOR'S REPORT

1. Review Monthly Director's Report.
 - a.) Strategic Plan Activity
 - b.) Retail Sector Data
 - c.) Workforce Data
 - d.) Development Services Report
 - e.) All Other Economic Development Activities
2. Review Monthly Marketing Analyst Report.
 - a.) Monthly Marketing Activities
 - b.) Monthly Marketing Analytics
 - c.) All Other Marketing Activities

G. DISCUSSION AND ACTION ITEMS

1. Consider approval of the PEDC minutes from May 12, 2026.
2. Consider approval of the May 2026 Financial Report.
3. Discussion and possible action regarding a Downtown Grant Performance Agreement with Misti Hall.
4. Discussion and possible action regarding a Downtown Grant Performance Agreement with Subi Gandhi.
5. Presentation regarding Q4 2025 Sales Tax Review for the City of Palestine.
6. Discussion and possible action regarding sponsoring Express Pros Management Essentials program.
7. Discussion and possible action regarding the Palestine EDC Budget for Fiscal Year 2026-2027.

H. **CLOSED SESSION**

The Board will go into Closed Session pursuant to Texas Government Code, Chapter 551, Subchapter D.

1. Section 551.071 consultation with attorney: pending or contemplated litigation or a settlement offer
 - a. Pending or contemplated litigation.
2. Section 551.087 deliberation regarding Economic Development negotiations
 - a. PEDC Rail Park
 - b. Palestine ISD Property

I. **RECONVENE IN REGULAR SESSION**

J. **TAKE ANY NECESSARY ACTION REGARDING CLOSED SESSION ITEMS**

1. Discussion and possible action regarding pending or contemplated litigation.
2. Discussion and possible action regarding PEDC Rail Park.
3. Discussion and possible action regarding Palestine ISD property.

K. **ADJOURNMENT**

I certify that the above Notice of Meeting was posted at the main entrance of the Palestine Economic Development Corporation located at 100 Willow Creek Parkway, Suite A, Palestine, Texas, in compliance with Chapter 551 of the Texas Government Code on **Wednesday, 10, 2026.**



Melissa Temple, EDC Admin. Assistant

IN ACCORDANCE WITH THE PROVISIONS OF THE AMERICANS WITH DISABILITIES ACT (ADA) PERSONS IN NEED OF SPECIAL ACCOMMODATION TO PARTICIPATE IN THIS PROCEEDING SHALL, CONTACT THE CITY SECRETARY'S OFFICE VIA EMAIL AT citysecretary@palestine-tx.org or 903-731-8414.



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Melissa Temple, EDC Administrative Assistant
Agenda Item: Review Monthly Director's Report.

SUMMARY:

Review Monthly Director's Report.

- a.) Strategic Plan Activity
- b.) Retail Sector Data
- c.) Workforce Data
- d.) Development Services Report
- e.) All Other Economic Development Activities

RECOMMENDED ACTION:

Staff recommends the board review the monthly Director's Report.



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Melissa Temple, EDC Administrative Assistant
Agenda Item: Review Monthly Marketing Analyst Report.

SUMMARY:

Review Monthly Marketing Analyst Report.

- a.) Monthly Marketing Activities
- b.) Monthly Marketing Analytics
- c.) All Other Marketing Activities

RECOMMENDED ACTION:

Staff recommends the board review the monthly Marketing Analyst Report.



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Melissa Temple, EDC Administrative Assistant
Agenda Item: Approval of the PEDC Minutes from May 12, 2026.

SUMMARY:

Consider approval of the PEDC minutes from May 12, 2026.

RECOMMENDED ACTION:

Staff recommends approving PEDC minutes from May 12, 2026.

Attachments

Minutes 05.12.26

THE STATE OF TEXAS §
COUNTY OF ANDERSON §
CITY OF PALESTINE §

The Economic Development Board of the City of Palestine convened in a regular called meeting on Tuesday, May 12, 2026, at 10:00 a.m., at PEDC Office, 100 Willow Creek Pkwy, Suite A, Palestine, Texas, with the following people present: Vice President Kim Willmott; Secretary/Treasurer Charles Drane; Directors: Joseph Thompson, Debbie Wacha, Firouz Haghighi, and Ernest Williams.

Staff present: PEDC Director Christophe Trahan, Marketing Analyst Mary Ann Admire, and Administrative Assistant Melissa Temple.

Others Present: City Manager Teresa Herrera, City Finance Director Andrew Sibai, Sarah Anderson, and Heather Cook (Via Zoom).

A. CALL TO ORDER

With a quorum present, Vice President Kim Willmott called the meeting to order at 10:00 a.m.

B. PROPOSED CHANGES OF AGENDA ITEMS

There were none.

C. PUBLIC COMMENTS

There were none.

D. CONFLICT OF INTEREST DISCLOSURES

There were none.

E. ITEMS FROM BOARD

There were none.

F. DIRECTOR'S REPORT

1. Review Monthly Director's Report.
 - a.) Strategic Plan Activity
 - b.) Retail Sector Data
 - c.) Workforce Data
 - d.) Development Services Report
 - e.) All Other Economic Development Activities
2. Review Monthly Marketing Analyst Report.
 - a.) Monthly Marketing Activities
 - b.) Monthly Marketing Analytics
 - c.) All Other Marketing Activities

G. DISCUSSION AND ACTION ITEMS

1. Consider approval of the PEDC minutes from April 14, 2026.

Motion by Director Joseph Thompson, seconded by Director Debbie Wacha, to approve item as presented. Upon vote, motion carried unanimously 6-0.

2. Consider approval of the PEDC Special Minutes from May 01, 2026.

Motion by Director Debbie Wacha, seconded by Director Joseph Thompson, to approve item as presented. Upon vote, motion carried unanimously 6-0.

3. Consider approval of the April 2026 Financial Report.

Motion by Director Ernest Williams, seconded by Director Firouz Haghighi, to approve item. Upon vote, motion carried unanimously 6-0.

4. Presentation by Express Pros Training regarding Management Essentials Program.

Sarah Anderson from Express Pros provided a brief overview of the most recent Management Essentials Program, which concluded on March 17, 2026. She also informed the board that she plans to request an additional year of sponsorships from the EDC.

-Sarah Anderson left the meeting at 10:29 a.m.

5. Discussion and possible action regarding Randle Law & PEDC Fee Agreement.

PEDC and Randle Law Attorney Heather Cook presented an updated fee agreement between Randle Law and the EDC. Current fees for non-litigation matters are \$225 an hour for attorneys and \$105 an hour for paralegals. The proposed rates for non-litigation matters will increase to \$265 an hour for attorneys and \$125 an hour for paralegals.

Motion by Director Firouz Haghighi, seconded by Secretary/ Treasurer Charles Drane, to approve item as presented. Upon vote, motion carried unanimously 6-0.

6. Discussion and possible action regarding survey proposal from K. L. Kilgore & Co.

C.T. Brannon Corporation Project manager Sam Ivy has indicated that additional survey work is needed to complete the Master Drainage Plan at Willow Creek Business Park. A proposal was submitted by K. L. Kilgore & Co. in the amount of \$1,900.

Motion by Director Joseph Thompson, seconded by Secretary/Treasurer Charles Drane, to approve item as presented. Upon vote, motion carried unanimously 6-0.

7. Discussion and Possible Action Regarding a Budget Amendment to Line Item 215-100-58000 Capital Outlay from Fund Balance.

EDC Director Christophe Trahan informed the board that the amendment to line-item 215-100-58000 is for the approved acquisition of the properties located at 217 & 219 W. Main St. If approved by the board, it will then go before City Council for final approval at their next meeting on May 25 2026.

Motion by Director Joseph Thompson, seconded by Ernest Williams, to approve item as presented. Upon vote, motion carried unanimously 6-0.

8. Discussion and possible action regarding the Palestine EDC Budget for Fiscal Year 2026-2027.

EDC Director Christophe Trahan presented the board with a first draft of the budget worksheet for FY 26-27. The board is encouraged to review it over the next 30 days and to bring any questions or concerns to the PEDC's June board meeting.

Some notable changes to this first draft of the FY 26-27 Budget Worksheet will include the following.

- 8% increase in sales tax revenue
- ETEX Fiber Recapture line-item will be eliminated due to the completion of the contract.
- Utilities line-item for electric expenses will decrease, as there will no longer be an account for the electric costs associated with 200 Vista Ridge.
- Professional services line-item will see a significant increase, totaling \$150,000.
- Revenue Bond Principal Payment line-item will decrease, due to the Sales Tax Revenue Bonds Series 2012B being paid off on August 15, 2026.

H. CLOSED SESSION

The Board will go into Closed Session pursuant to Texas Government Code, Chapter 551, Subchapter D.1. Section 551.072 deliberation regarding real property: the purchase, exchange, lease, or value of real property & Section 551.087 deliberation regarding Economic Development negotiations

a.) PEDC Rail Park

I. RECONVENE IN OPEN SESSION

1. Discussion and possible action regarding PEDC Rail Park.

J. TAKE ANY NECESSARY ACTIONS REGARDING CLOSED SESSION ITEM

1. Discussion and possible action regarding PEDC Rail Park.

No action taken.

K. ADJOURNMENT

With no other business to put before the Board. Vice President Kim Willmott adjourned the meeting at 11:39 a.m.

PASSED AND APPROVED THIS 16th DAY OF June 2026.

Kim Willmott, Vice President

ATTEST :

Melissa Temple, Administrative Assistant



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Melissa Temple, EDC Administrative Assistant
Agenda Item: May 2026 Financial Report.

SUMMARY:

Consider approval of the May 2026 Financial Report.

RECOMMENDED ACTION:

Staff recommends approving the May 2026 Financial Report.



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Christophe Trahan, Economic Development Director
Agenda Item: Discussion and possible action regarding a Downtown Grant Performance Agreement with Misti Hall

SUMMARY:

Discussion and possible action regarding a Downtown Grant Performance Agreement with Misti Hall.

RECOMMENDED ACTION:

Staff recommending making a finding of completion and issuing final payment for work completed pursuant to a Downtown Grant Performance Agreement with Misti Hall.

Attachments

Flowers By Pat Performance Agreement
Paid Final Invoice
Final Pictures

DOWNTOWN GRANT PERFORMANCE AGREEMENT

This Downtown Grant Performance Agreement ("GRANT AGREEMENT") is executed by and between the Palestine Economic Development Corporation, a Texas Section 4B Economic Development Corporation ("PEDC"), whose address is 100 Willow Creek Pkwy. Suite A, Palestine, Texas 75801, and Misti Hall ("APPLICANT"), whose current address is 616 W. Oak St, Palestine, Texas 75801.

RECITALS

WHEREAS, the PEDC is an Economic Development Corporation, organized under the Texas Development Corporation Act of 1979, Article 5190.6, Section 4B of Vernon's Texas Civil Statutes, now Section 501 et seq. of the Texas Local Government Code (the Act), and authorized by the City of Palestine, Texas (City);

WHEREAS, the PEDC has adopted, and the City approved, a Downtown Grant Program ("GRANT PROGRAM");

WHEREAS, the APPLICANT submitted its Application dated September 30, 2025 for a Downtown Grant ("APPLICATION"); and

WHEREAS, the APPLICANT plans to make real property capital investments of **Eighty-Six Thousand Six Hundred Sixty Dollars and No Cents (\$86,660.00)** for the purpose of facade improvements, ADA improvements, and painting to be conducted at the business property of Flowers by Pat, that being 616 W. Oak St, Palestine, TX 75801 ("PROJECT"). PEDC has found that the proposed improvements of APPLICANT'S property will encourage economic development in the City and will add to the ad valorem tax rolls of the City and other local taxing entities, and the PEDC and City have approved a cash performance grant to APPLICANT that matches funds expended by APPLICANT not to exceed a grant of **Forty-Three Thousand Three Hundred Dollars and No Cents (\$43,300.00) ("GRANT")**.

NOW, THEREFORE, in consideration of mutual covenants and agreements contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. APPLICANT'S OBLIGATIONS

1.1. The GRANT PROGRAM, APPLICATION, and APPLICATION GRANT APPROVAL are incorporated herein by reference as if specifically set forth herein.

1.2. APPLICANT accepts such grant subject to PEDC and City approval.

1.3. APPLICANT recognizes that, pursuant to the terms and provisions of Texas law, this GRANT AGREEMENT will not be valid and binding on PEDC until it is approved by the City Council of the City of Palestine, Texas.

violate any provision of any existing law, rule, regulation, contract, or lien by which APPLICANT or its property or assets is bound or affected.

3.3. To the best of APPLICANT'S knowledge neither it, nor any division, branch, subsidiary, or related agency of the APPLICANT, is a party to any administrative or legal proceeding that is active or threatened against the APPLICANT or APPLICANT'S officers which may result in any material adverse change in APPLICANT'S business operations or assets which may be the subject of this GRANT AGREEMENT.

3.4. APPLICANT represents and warrants that they are not engaged in business with Iran, Sudan, or a foreign terrorist organization, as prohibited by Section 2252.152 of the Government Code.

3.5. Information, documentation, and other material in connection with the GRANT AGREEMENT may be subject to public disclosure pursuant to Chapter 552 of the Government Code (the "**Public Information Act**"). To the extent, if any, that any provision of the Agreement is in conflict with the Public Information Act, such provision shall be void and have no force or effect.

In accordance with Section 2252.907 of the Government Code, APPLICANT is required to make any information created or exchanged with the PEDC pursuant to the GRANT AGREEMENT, regardless of contrary provisions contained herein, and not otherwise excepted from disclosure under the Public Information Act, available in a format that is accessible by the public at no additional charge to the PEDC.

3.6. **No Indemnification by the PEDC.** APPLICANT and the PEDC expressly acknowledge that the PEDC'S authority to indemnify and hold harmless any third party is governed by Article XI, Section 7, of the Texas Constitution and any provision that purports to require indemnification by the PEDC is invalid. Nothing in this GRANT AGREEMENT requires that the PEDC incur debt, assess or collect funds, or create a sinking fund.

3.7. APPLICANT is aware of the limitations imposed on this GRANT and the use of funds by law and acknowledges that the funds herein granted shall be utilized solely for purposes authorized under law and by the terms of this GRANT AGREEMENT. In the event that an audit determines that the financial incentives granted under this GRANT AGREEMENT were not used for proper purposes, APPLICANT agrees to reimburse PEDC for the sums of money spent for purposes not authorized by law or this GRANT AGREEMENT, with interest at the rate periodically announced by the Wall Street Journal as the prime or base commercial lending rate, or if the Wall Street Journal shall ever cease to exist or cease to announce a prime or base lending rate, then at the annual rate of interest from time to time announced by Citibank, N.A. (or by any other New York money center bank selected by the City) as its prime or base commercial lending rate. The payment of interest shall be from the date that the money was spent for purposes not authorized by law or this GRANT AGREEMENT.

3.8. APPLICANT does not and will not knowingly employ an undocumented worker, as that term is defined by Tex. Gov't. Code Sec. 2264.001, directly or indirectly through a contractor or subcontractor. If, after receiving the funds herein granted, APPLICANT is convicted of a violation

4.1. Upon default, the non-defaulting party shall have the right to seek any remedy available in law or equity including, termination of this GRANT AGREEMENT, recovery of GRANT funds, and pre-judgment and post-judgment interest at the rate provided by law or as otherwise provided by this GRANT AGREEMENT (whichever is greater).

4.2 **Attorney's Fees.** Except as otherwise expressly provided herein, each party shall bear its own costs and attorney's fees in connection with this Agreement, including any dispute relating thereto.

5. MISCELLANEOUS PROVISIONS

5.1. All representations, warranties, covenants, and agreements, as well as rights and benefits for the parties to this GRANT AGREEMENT shall survive the payment of grant funds to APPLICANT.

5.2. This GRANT AGREEMENT may not be assigned by APPLICANT without the prior written consent of PEDC. No such assignment shall relieve APPLICANT of any of its obligations under this GRANT AGREEMENT.

5.3. The GRANT AGREEMENT may not be amended, modified, altered, or changed unless in writing, signed by both parties to this GRANT AGREEMENT and approved by the City of Palestine.

5.4. APPLICANT SHALL INDEMNIFY AND HOLD THE PEDC, ITS EMPLOYEES, AND ITS AGENTS HARMLESS FOR ANY DAMAGES, BOTH PERSONAL AND PROPERTY, WHICH MAY RESULT DIRECTLY OR INDIRECTLY FROM ANY INCIDENT ASSOCIATED WITH PROJECT BOTH DURING AND AFTER CONSTRUCTION, AND THAT PEDC, ITS EMPLOYEES, AND ITS AGENTS SHALL NOT BE LIABLE FOR ANY DEBTS INCURRED IN ASSOCIATION WITH THE EXECUTION AND COMPLETION OF THE SUBJECT PROJECT OF THIS APPLICATION.

PEDC, ITS EMPLOYEES, AND ITS AGENTS, DO NOT ATTEST TO THE QUALITY, SAFETY, OR CONSTRUCTION OF A PROJECT ELIGIBLE FOR, OR RECEIVING GRANT FUNDING. THEREFORE, PEDC, ITS EMPLOYEES AND AGENTS SHALL BE HELD HARMLESS BY THE APPLICANT FOR ANY PROJECT WHOSE APPLICATION HAS BEEN APPROVED OR HAS RECEIVED ACTUAL GRANT FUNDING.

5.5. **Severability.** In the event of any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporations, or circumstance, shall be held by a court of competent jurisdiction to be invalid or unconstitutional for any reason, then the application, invalidity, or unconstitutionality of such words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be deemed to be independent of and severable from the remainder of this Agreement, and the

For the Applicant(s):

Misti Hall

By Misti Hall Date 12-11-2025
Misti Hall, Owner

For the PEDC:

Palestine Economic Development Corporation

By Dan Bochsler Date 12-9-2025
Dan Bochsler, Board President

APPROVED:

City of Palestine, Texas

By Mitchell Jordan Date 12-8-2025
Mitchell Jordan, Mayor

MIDDLETON CONSTRUCTION
Bennie R. Middleton, Jr.
P. O. Box 3497
Palestine, Texas 75802

May 19, 2026

Chris and Misti Hall
Flowers By Pat
616 West Oak
Palestine, Texas 75801

To Whom It May Concern:

I, Bennie R. Middleton, Jr. have completed the work for Chris and Misti Hall at
the above address.

1 st . Draw	1-14-2026	Check # 1001	\$ 21,650.00
2 nd . Draw	1-29-2026	Check # 1002	20,000.00
3 rd . Draw	2-27-2026	Check # 1003	15,000.00
Final Draw	4-15-2026	Check # 1004	<u>29,950.00</u>
Total			\$ 86,600.00

The contract which included labor and material was \$ 86,600.00 which is paid in
full.


Bennie R. Middleton, Jr. PAID IN FULL





Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Christophe Trahan, Economic Development Director
Agenda Item: Discussion and possible action regarding a Downtown Grant Performance Agreement with Subi Gandhi

SUMMARY:

Discussion and possible action regarding a Downtown Grant Performance Agreement with Subi Gandhi.

RECOMMENDED ACTION:

Staff recommends making a finding of completion and issuing final payment pursuant to a Downtown Grant Performance Agreement with Subi Gandhi.

Attachments

Subi Gandhi Performance Agreement
Paid Final Invoice
Final Pictures

DOWNTOWN GRANT PERFORMANCE AGREEMENT

This Downtown Grant Performance Agreement ("GRANT AGREEMENT") is executed by and between the Palestine Economic Development Corporation, a Texas Section 4B Economic Development Corporation ("PEDC"), whose address is 100 Willow Creek Pkwy. Suite A, Palestine, Texas 75801, and Subi Gandhi ("APPLICANT"), whose current address is 310 E. Crawford St, Palestine, Texas 75801.

RECITALS

WHEREAS, the PEDC is an Economic Development Corporation, organized under the Texas Development Corporation Act of 1979, Article 5190.6, Section 4B of Vernon's Texas Civil Statutes, now Section 501 et seq. of the Texas Local Government Code (the Act), and authorized by the City of Palestine, Texas (City);

WHEREAS, the PEDC has adopted, and the City approved, a Downtown Grant Program ("GRANT PROGRAM");

WHEREAS, the APPLICANT submitted its Application dated October 24, 2025 for a Downtown Grant ("APPLICATION"); and

WHEREAS, the APPLICANT plans to make real property capital investments of **Seventy-Nine Thousand Dollars and No Cents (\$79,000.00)** for the purpose of construction of a concrete parking lot at the business property of the Shelton Gin. that being 310 E. Crawford St. Palestine, TX 75801 ("PROJECT"). PEDC has found that the proposed improvements of APPLICANT'S property will encourage economic development in the City and will add to the ad valorem tax rolls of the City and other local taxing entities, and the PEDC and City have approved a cash performance grant to APPLICANT that matches funds expended by APPLICANT not to exceed a grant of **Thirty-Nine Thousand Five Hundred Dollars and No Cents (\$39,500.00)** ("**GRANT**").

NOW, THEREFORE, in consideration of mutual covenants and agreements contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. APPLICANT'S OBLIGATIONS

1.1. The GRANT PROGRAM, APPLICATION, and APPLICATION GRANT APPROVAL are incorporated herein by reference as if specifically set forth herein.

1.2. APPLICANT accepts such grant subject to PEDC and City approval.

1.3. APPLICANT recognizes that, pursuant to the terms and provisions of Texas law, this GRANT AGREEMENT will not be valid and binding on PEDC until it is approved by the City Council of the City of Palestine, Texas.

1.4. APPLICANT will secure completion of the improvements in compliance within its APPLICATION, the GRANT APPLICATION APPROVAL, and the GRANT PROGRAM before September 15, 2026.

1.5. APPLICANT will obtain all permits required by the CITY or otherwise required by other government authorities for the improvement project.

1.6. PEDC, by its designated representative, shall have the right to inspect during the construction of the improvements and, following APPLICANT'S notice of completion, to evaluate APPLICANT'S compliance with the APPLICATION, the GRANT APPLICATION APPROVAL, and the GRANT PROGRAM.

2. FUNDING

2.1. APPLICANT shall provide PEDC with written notification of project completion by certified mail, return receipt requested, stating that all improvements have been completed in accordance with the APPLICATION and GRANT APPLICATION APPROVAL and GRANT PROGRAM, and that full payments have been made for all labor and materials with attached payment receipts for materials and labor, required permits, inspection reports, and project photographs.

2.2. Upon PEDC'S receipt of APPLICANT'S notification of completion, an on-site inspection may be made by a representative or representatives of PEDC. Such inspection shall not be considered in any way as a reflection of PEDC'S approval on the quality, safety, or reliability of the improvements, such being the sole responsibility of APPLICANT.

2.3. Following on-site inspection, PEDC will review the findings and may request additional information if needed and then either notify the APPLICANT of compliance or identify items of non-compliance. APPLICANT shall correct the items of non-compliance within thirty (30) days of notice thereof or this GRANT AGREEMENT shall be immediately cancelled and the APPLICANT shall immediately refund of all grant monies received to date, if any.

2.4. Upon the PEDC board of directors making a finding of completion of the project, as per the terms of the APPLICATION, the GRANT APPLICATION APPROVAL and the GRANT AGREEMENT, payment of the total grant award will be made.

3. REPRESENTATION AND WARRANTIES

APPLICANT represents and warrants to PEDC that:

3.1. APPLICANT has the power and authority, corporate or otherwise, to conduct its business and to perform all of its obligations under this GRANT AGREEMENT.

3.2. APPLICANT'S execution, delivery, and performance of this GRANT AGREEMENT has been duly authorized by all necessary action, corporate or otherwise, and does not and will not

violate any provision of any existing law, rule, regulation, contract, or lien by which APPLICANT or its property or assets is bound or affected.

3.3. To the best of APPLICANT'S knowledge neither it, nor any division, branch, subsidiary, or related agency of the APPLICANT, is a party to any administrative or legal proceeding that is active or threatened against the APPLICANT or APPLICANT'S officers which may result in any material adverse change in APPLICANT'S business operations or assets which may be the subject of this GRANT AGREEMENT.

3.4. APPLICANT represents and warrants that they are not engaged in business with Iran, Sudan, or a foreign terrorist organization, as prohibited by Section 2252.152 of the Government Code.

3.5. Information, documentation, and other material in connection with the GRANT AGREEMENT may be subject to public disclosure pursuant to Chapter 552 of the Government Code (the "**Public Information Act**"). To the extent, if any, that any provision of the Agreement is in conflict with the Public Information Act, such provision shall be void and have no force or effect.

In accordance with Section 2252.907 of the Government Code, APPLICANT is required to make any information created or exchanged with the PEDC pursuant to the GRANT AGREEMENT, regardless of contrary provisions contained herein, and not otherwise excepted from disclosure under the Public Information Act, available in a format that is accessible by the public at no additional charge to the PEDC.

3.6. *No Indemnification by the PEDC.* APPLICANT and the PEDC expressly acknowledge that the PEDC'S authority to indemnify and hold harmless any third party is governed by Article XI, Section 7, of the Texas Constitution and any provision that purports to require indemnification by the PEDC is invalid. Nothing in this GRANT AGREEMENT requires that the PEDC incur debt, assess or collect funds, or create a sinking fund.

3.7. APPLICANT is aware of the limitations imposed on this GRANT and the use of funds by law and acknowledges that the funds herein granted shall be utilized solely for purposes authorized under law and by the terms of this GRANT AGREEMENT. In the event that an audit determines that the financial incentives granted under this GRANT AGREEMENT were not used for proper purposes, APPLICANT agrees to reimburse PEDC for the sums of money spent for purposes not authorized by law or this GRANT AGREEMENT, with interest at the rate periodically announced by the Wall Street Journal as the prime or base commercial lending rate, or if the Wall Street Journal shall ever cease to exist or cease to announce a prime or base lending rate, then at the annual rate of interest from time to time announced by Citibank, N.A. (or by any other New York money center bank selected by the City) as its prime or base commercial lending rate. The payment of interest shall be from the date that the money was spent for purposes not authorized by law or this GRANT AGREEMENT.

3.8. APPLICANT does not and will not knowingly employ an undocumented worker, as that term is defined by Tex. Gov't. Code Sec. 2264.001, directly or indirectly through a contractor or subcontractor. If, after receiving the funds herein granted, APPLICANT is convicted of a violation

under 8 U.S.C. § 1324a(t), APPLICANT shall repay the amount of the grant paid by PEDC to APPLICANT with interest at the rate periodically announced by the Wall Street Journal as the prime or base commercial lending rate, or if the Wall Street Journal shall ever cease to exist or cease to announce a prime or base lending rate, then at the annual rate of interest from time to time announced by Citibank, N.A. (or by any other New York money center bank selected by the City) as its prime or base commercial lending rate. The payment of interest shall be, no later than 120 days after the date that APPLICANT receives notification of such a violation.

3.9. APPLICANT shall fully comply with all local, state and federal laws applicable or otherwise implicated by APPLICANT'S receipt of funds under this GRANT PROGRAM, which includes but is not limited to APPLICANT'S compliance with Title VII, Civil Rights Act of 1964, as amended, the Texas Labor Code, the Drug Free Workplace Act of 1988, and the Americans with Disabilities Act, as well as APPLICANT'S refraining from discrimination of persons based on race, color, religion, sex (including pregnancy, childbirth, and related medical conditions; sexual orientation), national origin, disability, age, citizenship status, genetic information, political affiliation or participation in civil rights activities. Furthermore, while the City of Palestine fully supports the exercise of freedom of speech, the City of Palestine will not financially support or fund projects that incorporate or promote ideas of hate or which are intended to vilify, humiliate, or incite hatred against a group or a class of persons on the basis of race, religion, skin color, sexual identity, gender identity, ethnicity, disability or national origin.

3.10. APPLICANT will use all commercially reasonable efforts to continue operations in Palestine, Anderson County, Texas.

3.11. APPLICANT shall timely pay all ad valorem taxes due and owed by it to the CITY and all other taxing authorities having jurisdiction over the APPLICANT'S property. APPLICANT shall also timely pay any and all water and sewer bills owed to the CITY. In addition, APPLICANT shall timely pay all employment, income, franchise, and other taxes owed by it to all local, state, and federal government entities.

3.12. APPLICANT shall properly notify the Anderson County Appraisal District of all capital improvements, personal property, and equipment and shall list the City of Palestine as the taxable situs of all capital improvements, personal property, and equipment located on the property.

3.13. If APPLICANT'S operations, past or present, cause the CITY or PEDC to be fined by any governmental entity, this AGREEMENT shall terminate immediately and the PEDC will have no further obligations under this GRANT AGREEMENT and APPLICANT shall immediately repay the CITY or PEDC for such fines, penalties, and expenses within thirty (30) days.

3.14. If the business property, that being 310 E. Crawford St., Palestine, Texas 75801, is sold, conveyed, or utilized for a purpose not originally intended by the GRANT APPLICATION within two years of grant funding being awarded to APPLICANT, APPLICANT shall be required to reimburse the PEDC immediately for the full amount of the grant.

4. REMEDIES

4.1. Upon default, the non-defaulting party shall have the right to seek any remedy available in law or equity including, termination of this GRANT AGREEMENT, recovery of GRANT funds, and pre-judgment and post-judgment interest at the rate provided by law or as otherwise provided by this GRANT AGREEMENT (whichever is greater).

4.2 **Attorney's Fees.** Except as otherwise expressly provided herein, each party shall bear its own costs and attorney's fees in connection with this Agreement, including any dispute relating thereto.

5. MISCELLANEOUS PROVISIONS

5.1. All representations, warranties, covenants, and agreements, as well as rights and benefits for the parties to this GRANT AGREEMENT shall survive the payment of grant funds to APPLICANT.

5.2. This GRANT AGREEMENT may not be assigned by APPLICANT without the prior written consent of PEDC. No such assignment shall relieve APPLICANT of any of its obligations under this GRANT AGREEMENT.

5.3. The GRANT AGREEMENT may not be amended, modified, altered, or changed unless in writing, signed by both parties to this GRANT AGREEMENT and approved by the City of Palestine.

5.4. APPLICANT SHALL INDEMNIFY AND HOLD THE PEDC, ITS EMPLOYEES, AND ITS AGENTS HARMLESS FOR ANY DAMAGES, BOTH PERSONAL AND PROPERTY, WHICH MAY RESULT DIRECTLY OR INDIRECTLY FROM ANY INCIDENT ASSOCIATED WITH PROJECT BOTH DURING AND AFTER CONSTRUCTION, AND THAT PEDC, ITS EMPLOYEES, AND ITS AGENTS SHALL NOT BE LIABLE FOR ANY DEBTS INCURRED IN ASSOCIATION WITH THE EXECUTION AND COMPLETION OF THE SUBJECT PROJECT OF THIS APPLICATION.

PEDC, ITS EMPLOYEES, AND ITS AGENTS, DO NOT ATTEST TO THE QUALITY, SAFETY, OR CONSTRUCTION OF A PROJECT ELIGIBLE FOR, OR RECEIVING GRANT FUNDING. THEREFORE, PEDC, ITS EMPLOYEES AND AGENTS SHALL BE HELD HARMLESS BY THE APPLICANT FOR ANY PROJECT WHOSE APPLICATION HAS BEEN APPROVED OR HAS RECEIVED ACTUAL GRANT FUNDING.

5.5. **Severability.** In the event of any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporations, or circumstance, shall be held by a court of competent jurisdiction to be invalid or unconstitutional for any reason, then the application, invalidity, or unconstitutionality of such words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be deemed to be independent of and severable from the remainder of this Agreement, and the

application, validity, or constitutionality of the remaining parts of this Agreement shall not be affected thereby.

5.6. This GRANT AGREEMENT shall be binding upon an inure to the benefit of the parties and their respective heirs, administrators, and assigns.

5.7. No failure or delay on the part of the PEDC in exercising any right, power, or exercise hereunder shall operate as a waiver thereof, nor shall any single or partial exercise of any such right, power, or remedy preclude any other or further exercise thereof or the exercise of any other right, power or remedy hereunder. No notice to or demand on APPLICANT in any case shall entitle APPLICANT to any other or further notice or demand in similar or other circumstances.

5.8. All notices, consents, requests, demands, and other communication hereunder shall be in writing and shall be deemed to have been duly given to the party hereto if mailed by certified mail, prepaid, to the APPLICANT'S address shown above as first written.

5.9. Time is of the essence of this agreement.

5.10. Neither party will be liable for delays or failure in its performance hereunder to the extent that such delay or failure is caused by acts of God, war, terrorism, or threats of terrorism, natural disaster, strike, lockout, labor dispute, work stoppage, fire, third-party criminal act, quarantine restriction, epidemic, pandemic, act of government, or other events outside of the reasonable control of a party (a "Force Majeure Event"); provided that the delayed party took reasonable precaution to prevent the impact of the Force Majeure Event.

5.11. This GRANT AGREEMENT shall be deemed a contract made under the laws of the State of Texas and for all purposes shall be construed in accordance with the Laws of said State. The venue shall be in Anderson County, Texas.

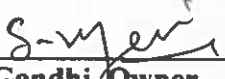
5.12. The providing of this GRANT AGREEMENT by PEDC to APPLICANT by any means of delivery constitutes an offer by PEDC to APPLICANT to accept this GRANT AGREEMENT on the terms and conditions contained therein, subject to approval by the City of Palestine City Council. If APPLICANT has not accepted the offer by ninety (90) days from the date approved by the City Council of the City of Palestine, Texas, the offer will lapse, and the offer and this GRANT AGREEMENT shall become null and void.

6. TERM

6.1. This GRANT AGREEMENT shall be effective on the date of the last signature below. The GRANT AGREEMENT shall terminate one year from the date that the PEDC board of directors makes a finding of completion of the project pursuant to Section 2.5 of this GRANT AGREEMENT or earlier as otherwise terminated according to the provisions of this GRANT AGREEMENT.

AGREED and SIGNED to be effective as of the Effective Date.

For the Applicant(s):
Subi Gandhi

By  Date 12/11/2025
Subi Gandhi, Owner

For the PEDC:
Palestine Economic Development Corporation

By  Date 12-9-2025
Dan Bochsler, Board President

APPROVED:
City of Palestine, Texas

By  Date 12-8-2025
Mitchell Jordan, Mayor

Our Quality is
Written in Stone...



316 ACR 4253
Palestine, TX 75801

J. Cervantes
Cell: 903-922-6509

Date: 5/8/26

City: PALESTINE TEXAS

SUBL GRANDHD
Name of Client: SHELTON GIN

Location: 310 E. CRAWFORD ST

Phone: (817) 371-6308

Contract:

1stall 100x38 Cement Parking Lot and
New Driveway w/3x8 Rebar on 16" Center 4" Thick
3500 PSI Concrete

Proj Valu. \$ 82,000 thousand

Complete Paid \$ 82,000

5/7/26

Contractor Signature

Client Signature

José Cervantes











Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Christophe Trahan, Economic Development Director
Agenda Item: Presentation regarding Q4 2025 Sales Tax Review for the City of Palestine.

SUMMARY:

Presentation regarding Q4 2025 Sales Tax Review for the City of Palestine.

RECOMMENDED ACTION:

Staff recommends hearing a presentation regarding Q4 2025 Sales Tax Review for the City of Palestine.

Attachments

Sales Tax Review Q4 2025



SALES TAX REVIEW Q4 2025

STRONGER ECONOMY. STRONGER PALESTINE.

RECORD Q4 PERFORMANCE DRIVEN BY DIVERSE GROWTH

Q4 2025 NET SALES TAX COLLECTIONS

\$2.29 MILLION

(OCTOBER – DECEMBER 2025)

NET SALES TAX COLLECTIONS
INCREASE OVER Q4 2024



+\$175,853

+8.3%

YEAR-OVER-YEAR

Q4 2025 WAS POWERED BY:

- ✓ Strong Retail Performance
- ✓ New Business Openings
- ✓ Commercial Construction Activity
- ✓ Utilities, Manufacturing & Energy Growth
- ✓ Broad-Based Economic Strength

Q4 NET SALES TAX COLLECTIONS OVER TIME (OCTOBER – DECEMBER)



THE STRONGEST YOY
INCREASES OCCURRED IN:
2021: +10.2%
2020: +9.2%
2024: +8.2%
2025: +8.0%

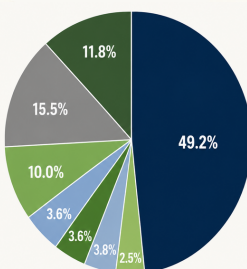


Q4 NET SALES TAX COLLECTIONS
HAVE INCREASED
APPROXIMATELY **58%**
SINCE 2012 (\$1.45M TO \$2.29M)



GROWTH EVERY YEAR
SINCE 2016
AVERAGE YOY INCREASE
(2013-2025): 3.75%

WHERE Q4 2025 SALES TAX CAME FROM SALES TAX GENERATORS BY MAJOR CATEGORY



	AMOUNT	PERCENT
Retail Trade	\$1,314,560	49.2%
Accommodation & Food Svc	\$314,321	11.8%
Wholesale Trade	\$282,182	10.6%
Information	\$102,135	3.8%
Manufacturing	\$96,663	3.6%
Utilities	\$95,141	3.6%
Construction	\$67,351	2.5%
All Other Categories	\$402,131	15.0%

Q4 2025 DISTRICT 6 IMPACT

- 13 of the Top 25 sales tax generators were located in District 6
- 8 of the Top 25 were District 6 retailers
- District 6 retailers generated 24.51% of all Q4 2025 sales tax collections

WHAT DROVE THE Q4 2025 INCREASE?

TOP GROWTH DRIVERS

(Q4 2024 TO Q4 2025)



RETAIL SALES GROWTH

Strong increases from existing retail businesses.



NEW BUSINESS OPENINGS

New retailers are making a meaningful impact.



COMMERCIAL CONSTRUCTION

Growth in construction-related sales and activity.



WHOLESALE TRADE

Suppliers supporting construction and local businesses.



UTILITIES

Continued strong performance in the utility sector.



MANUFACTURING

Industrial sector growth contributes to collections.



ENERGY & OIL/GAS ACTIVITY

Energy-related businesses driving additional growth.

Q4 2025 vs. Q4 2024

SALES TAX GENERATORS BY MAJOR CATEGORY

CATEGORY	Q4 2024 AMOUNT	Q4 2025 AMOUNT	\$ CHANGE	% CHANGE
Retail Trade	\$1,166,321	\$1,314,560	\$1,148,239	12.7%
Accommodation & Food Services	\$298,107	\$314,321	\$16,214	5.4%
Wholesale Trade	\$135,610	\$282,182	\$146,572	108.1%
Information	\$99,974	\$102,135	\$2,161	2.2%
Manufacturing	\$71,140	\$96,663	\$25,523	35.9%
Utilities	\$78,224	\$95,141	\$16,917	21.6%
Construction	\$99,974	\$67,351	\$36,229	116.4%
All Other Categories	\$135,610	\$402,131	\$146,572	5.3%
TOTAL	\$2,262,460	\$2,674,484	\$412,024	18.2%

*Q4 2025 category amounts are estimated based on available data and may not sum exactly to the reported total due to rounding.



BROAD-BASED GROWTH

Every major category saw an increase from Q4 2024, with the largest gains in **Construction, Wholesale Trade, and Manufacturing**



RETAIL TRADE GROWTH

- Driven primarily by increased consumer spending at existing retailers
- New business openings and restructurings contributed approx. 30% of Retail growth



Our mission is to promote a thriving economy by supporting business growth, job creation, and a high quality of life for all in Palestine, Texas.



palestinetxedc.org

#GrowPalestine



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Christophe Trahan, Economic Development Director
Agenda Item: Discussion and possible action regarding sponsoring Express Pros Management Essentials program.

SUMMARY:

Discussion and possible action regarding sponsoring Express Pros Management Essentials program.

RECOMMENDED ACTION:

Staff recommends reviewing and considering approving sponsoring Express Pros Management Essentials program.

Attachments

2026 Management Essentials Program Proposal



June 9, 2026
Christophe Trahan
Executive Director
Palestine Economic Development Corporation
100 Willow Creek Pkwy Suite A,
Palestine, TX 75801
(903) 729-4100

PROJECT INTRODUCTION

Express Pros Training is pleased to submit this proposal to establish a collaborative initiative with Palestine's Economic Development Corporation (PEDC) in developing the leaders and managers throughout the city of Palestine. This initiative will be achieved by providing a series of monthly management training workshops designed to strengthen leadership capabilities, improve employee retention, enhance organizational performance, and support workforce development among private-sector employers located within the City of Palestine and Anderson County. Express Pros Training is asking if the PEDC is interested in partnering in this initiative by doing 3 things:

1. Marketing and promoting the workshops;
2. Providing sponsorship of up to \$500 per eligible participant enrolled in the Management Essentials program, subject to PEDC Board approval and annual funding availability;
3. Letting the management training classes take place in the PEDC boardroom, subject to scheduling availability and PEDC facility-use policies.

PROJECT OBJECTIVES AND OUTCOMES

The PEDC highly values its local businesses and has a vested interest in local businesses succeeding and lasting. Research shows that the #1 factor in retaining an engaged workforce is having competent and effective managers. By investing in management training, the PEDC seeks, at a minimum, to help local businesses with:

- Employee retention
- Employee engagement
- Employee recruitment
- Overall improved organizational culture and performance

In addition, the program is intended to support workforce development, leadership capacity, business retention, business expansion, and long-term economic vitality within Palestine and Anderson County.

ELIGIBILITY REQUIREMENTS

Eligible participants must be employed by private-sector businesses operating within either:

- The City of Palestine, Texas; or
- Anderson County, Texas.

Priority enrollment shall be provided to businesses physically located within the City of Palestine.

The following entities shall not be eligible for PEDC-funded participation:

- Federal government agencies
- State government agencies
- County governments
- Municipal governments
- Public school districts
- Public colleges and universities
- Other governmental or quasi-governmental entities

PROJECT APPROACH

Monthly management training workshops focused on the following areas:

1. ***Developing a Leadership Mindset:*** Developing the mindset and perspective for effective leadership
2. ***Enhancing Self-Awareness for Greater Impact:*** Knowing yourself and your team and how to effectively communicate
3. ***Mastering Communication for Influence and Clarity:*** Strengthen communication skills to provide clarity
4. ***Delivering and Receiving Feedback Effectively:*** Expectations, accountability, and performance
5. ***Creating a Culture of Accountability:*** Set clear expectations and foster a sense of ownership
6. ***Prioritizing What Matters:*** Focusing on high- impact activities for achieving organizationally aligned goals
7. ***Building Trust to Strengthen Relationships:*** Authenticity and employee engagement

This PEDC-funded Management Essentials program is available only to eligible private-sector employers located within the City of Palestine or Anderson County, Texas. Priority enrollment shall be provided to employers located within the City of Palestine.

PROJECT INVESTMENT

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 30 days from the date of this proposal:

Management Essentials Program (Series of Seven 2-Hour Workshops)

Beginning September 2026

- Full Program Tuition: \$1,200 per participant for the complete Management Essentials series.
- PEDC Sponsorship: Up to \$500 per eligible participant enrolled in the complete Management Essentials series.
- Participating employers and/or participants shall be responsible for all remaining tuition costs.
- PEDC's total funding commitment under this agreement **shall not exceed \$6,000** during the contract term unless otherwise approved by formal action of the PEDC Board of Directors.

PERFORMANCE REPORTING

Express Pros Training shall provide an end-of-course report to PEDC that include, at a minimum:

- Number of participating businesses
- Number of participating managers
- Number of City of Palestine businesses represented
- Number of Anderson County businesses represented
- Number of participants by leadership level (front-line, mid-level, executive)
- Attendance rates
- Course completion rates
- Number of training hours delivered
- Participant satisfaction scores
- Training Impact Survey results
- Employer feedback summaries
- Participant leadership development goals identified at course commencement
- Employer-reported implementation of management practices learned through the program
- Employee retention outcomes reported by participating employers, when available
- Promotions or expanded responsibilities reported by participants, when available

PUBLIC PURPOSE

The parties acknowledge that PEDC funds are public funds and that all expenditures made pursuant to this agreement must serve a valid economic development purpose.

No funds provided under this agreement shall be construed as a scholarship, gift, or donation to any individual participant.

All funding provided under this agreement shall be utilized to provide educational programming to enhance leadership capacity, business retention and expansion, and long-term economic vitality with measurable program outcomes benefiting eligible private-sector employers located within the City of Palestine and Anderson County.

CONFIDENTIALITY

All information relating, directly or indirectly, to Express Pros Training, which is delivered, disclosed or furnished, or which you or your representatives otherwise learn or obtain shall be treated as Confidential and Proprietary Material and shall not be disclosed in any manner to anyone (except for information that is of a public nature). Similarly, Express Pros Training will keep in strict confidence any proprietary information of the Client. In signing this proposal each party agrees to the terms of this confidentiality agreement.

CONCLUSION

We look forward to the opportunity of partnering with the PEDC on this initiative and supporting local businesses. I know you will be pleased with Express Pros Training's tools and insights and we consider it a privilege to partner with you.

If you have questions on this proposal, feel free to contact Sarah Anderson at your convenience.

Thank you for your consideration,

Signature: _____ Date: _____

Sarah Anderson:
Client Engagement Director
Express Pros Training
(903) 780-6717
sarah@expressprostraining.com

Signature: _____ Date: _____

Christophe Trahan:
Executive Director
Palestine Economic Development Corporation
(903) 729-4100
edcdirector@palestine-tx.org



Agenda Date: 06/16/2026
To: Palestine Economic Development Corporation
From: Christophe Trahan, Economic Development Director
Agenda Item: Discussion and possible action regarding the Palestine EDC Budget for Fiscal Year 2026-2027

SUMMARY:

Discussion and possible action regarding the Palestine EDC Budget for Fiscal Year 2026-2027.

RECOMMENDED ACTION:

Staff recommends discussion, review, and considering action regarding the Palestine EDC Budget for Fiscal Year 2026-2027.

Attachments

Budget Worksheet 06.10.26



City of Palestine, TX

Budget Worksheet

Account Summary

For Fiscal: 2025-2026 Period Ending: 06/30/2026

		Defined Budgets						
		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Fund: 215 - ECONOMIC DEVELOPMENT CORP								
Revenue								
Group: 411 - Sales								
215-41013	PEDC SALES TAX	1,250,055.00	1,383,267.28	1,325,055.00	1,479,534.20	1,404,558.30	1,117,943.75	1,546,923.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Budgeting 8% increase based on historic & anticipated growth rates.						
Group: 411 - Sales Total:		1,250,055.00	1,383,267.28	1,325,055.00	1,479,534.20	1,404,558.30	1,117,943.75	1,546,923.00
Group: 416 - Lease/Rental Revenue								
215-41609	RENT - SUITE B	36,000.00	36,000.00	36,000.00	36,000.00	36,000.00	27,000.00	36,000.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	No change						
Group: 416 - Lease/Rental Revenue Total:		36,000.00	36,000.00	36,000.00	36,000.00	36,000.00	27,000.00	36,000.00
Group: 418 - Intergovernmental								
215-41807	ETEX FIBER RECAPTURE	380,000.00	399,649.23	400,000.00	413,351.86	300,000.00	207,460.58	
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Eliminating line item with conclusion of ETEX Revenue Share Agreement.						
215-41818	DEBT OR OTHER FINANCING	2,000,000.00	0.00	0.00	0.00	0.00	0.00	
Group: 418 - Intergovernmental Total:		2,380,000.00	399,649.23	400,000.00	413,351.86	300,000.00	207,460.58	0.00
Group: 419 - Other Income								
215-41901	INTEREST REVENUE	40,000.00	137,681.30	65,000.00	130,681.74	100,000.00	77,541.61	100,000.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Anticipating \$112,560 in total annual interest revenue based on current investments. Recommending no change based on consistency of investment strategy & use of fund balance for capital projects.						
215-41932	TAH LOAN PYMT	34,064.00	3,785.98	34,064.00	1,077.12	42,000.00	31,500.00	42,000.00

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

			2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Budget Notes									
Budget Code	Subject	Description							
27	26-27	No change.							
215-41938	SALE OF PROPERTY		0.00	10.00	0.00	0.00	0.00	0.00	
	Group: 419 - Other Income Total:		74,064.00	141,477.28	99,064.00	131,758.86	142,000.00	109,041.61	142,000.00
	Revenue Total:		3,740,119.00	1,960,393.79	1,860,119.00	2,060,644.92	1,882,558.30	1,461,445.94	1,724,923.00
Expense									
Department: 100 - Administration									
Group: 510 - Personnel									
215-100-51010	SALARIES & WAGES		185,555.00	170,970.99	175,555.00	178,973.57	219,613.02	139,633.67	239,468.58
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Budgeted for: \$2/hr increases to PEDC Administrative Assistant & PEDC Business Intelligence & Marketing Analyst \$1/hr increase to Main Street Coordinator \$1.92/hr increase to Economic Development Director + 3% COL							
215-100-51020	OVERTIME		0.00	7.25	0.00	150.61	0.00	0.00	
215-100-51030	LONGEVITY		144.00	277.63	288.00	369.90	648.00	321.90	780.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Budget figure provided by finance dept.							
215-100-51031	CERTIFICATION PAY		0.00	0.00	0.00	914.00	2,400.00	1,586.00	2,400.00
215-100-51036	CELL PHONE ALLOWANCE		600.00	604.28	600.00	601.00	600.00	396.50	600.00
215-100-51040	SOCIAL SECURITY		13,816.66	12,016.87	13,816.66	12,985.12	16,473.41	10,492.42	18,142.87
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Budgeted consistent with salaries.							
215-100-51050	HEALTH INSURANCE		24,976.00	23,225.32	24,942.62	24,146.84	33,176.25	24,346.46	33,267.62
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Adjusted for current salaries.							
215-100-51061	WORKER'S COMPENSATION		618.86	659.03	707.92	-2.18	874.19	582.01	887.87

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Budget Notes								
Budget Code	Subject	Description						
27	25-26	Budget figure provided by Finance Dept.						
215-100-51070	RETIREMENT	25,980.73	61,513.43	26,123.75	29,439.46	32,413.86	21,390.98	35,698.76
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Budgeted consistent with salaries.						
Group: 510 - Personnel Total:		251,691.25	269,274.80	242,033.95	247,578.32	306,198.73	198,749.94	331,245.70
Group: 520 - Supplies & Materials								
215-100-52010	OFFICE SUPPLIES/EQUIPMENT	3,000.00	1,995.40	4,100.00	4,317.57	4,000.00	2,087.74	5,100.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Budgeted at no change + 1 computer replacement (\$1,100)						
Budget Detail								
Budget Code	Description	Units		Price	Amount			
27	COMPUTER REPLACEMENT	0.00		0.00	1,100.00			
27	GENERAL SUPPLIES	0.00		0.00	4,000.00			
215-100-52020	POSTAGE	250.00	131.50	300.00	0.00	300.00	12.14	300.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	No change.						
215-100-52091	FURNITURE & OFFICE EQUIPM...	2,000.00	1,074.57	2,500.00	2,735.59	3,000.00	0.00	4,000.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Additional \$1,000 for anticipated equipment needs.						
Group: 520 - Supplies & Materials Total:		5,250.00	3,201.47	6,900.00	7,053.16	7,300.00	2,099.88	9,400.00
Group: 530 - Professional/Contractual Services								
215-100-53010	LEGAL SERVICES	55,000.00	40,574.65	55,000.00	13,657.31	107,442.00	73,636.70	55,000.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Budgeting for 207 attorney hours based on updated non-litigation rate.						
215-100-53020	AUDIT & ACCOUNTING SERVIC...	5,000.00	4,233.96	5,000.00	4,233.96	5,500.00	4,233.96	5,500.00

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Budget Notes Budget Code 27	Subject 26-27	Description No change per Finance Dept.						
215-100-53027	RECORDS MANAGEMENT	0.00	0.00	500.00	0.00	500.00	0.00	500.00
215-100-53030	PROFESSIONAL SERVICES	50,000.00	5,898.94	45,000.00	42,697.68	65,000.00	50,458.06	188,000.00
Budget Notes Budget Code 27	Subject 26-27	Description \$5k for potential surveying & platting work - WCBP & Industrial Rail Park \$3k for anticipated appraisal work - WCBP \$40k for anticipated civil engineering - Industrial Rail Park \$140k for anticipated engineering/architectural design - Downtown Property						
215-100-53031	CONSULTANT SERVICES	20,000.00	8,700.00	20,000.00	630.00	10,000.00	2,880.00	6,000.00
Budget Notes Budget Code 27	Subject 26-27	Description Reduced based on anticipated usage. Budgeted for 30 consultant hours at \$200/hr rate.						
215-100-53041	CITY ISSUED CELL PHONES	0.00	0.00	0.00	0.00	0.00	0.00	480.00
Budget Notes Budget Code 27	Subject 26-27	Description Expense added for city issued cell phone for Business Intelligence/Marketing Analyst staff position.						
215-100-53090	IT SUPPORT	1,897.00	1,854.18	1,897.00	1,854.18	1,897.00	1,370.25	1,827.03
Budget Notes Budget Code 27	Subject 26-27	Description Confirmed budget with finance dept.						
215-100-53095	SOFTWARE MAINTENANCE	808.00	792.03	833.00	1,192.45	1,170.00	1,526.92	2,551.84
Budget Notes Budget Code 27	Subject 26-27	Description Confirmed budget with finance dept.						
Budget Detail Budget Code 27	Description ADOBE			Units 1.00	Price 593.03	Amount 593.03		
27	OFFICE 365/CYBERSECURITY			0.00	0.00	1,958.81		
215-100-53150	MARKETING SERVICES	50,000.00	52,189.73	75,000.00	59,463.44	75,000.00	32,127.23	100,000.00

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

			2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Increased \$25,000 to consider expanded marketing initiatives.							
215-100-53311	PRINTER/COPIER LEASE		3,000.00	3,203.37	3,500.00	2,866.56	3,000.00	2,048.51	3,250.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Increased \$250 based on extrapolated cost.							
215-100-53500	LEGAL NOTICES		6,000.00	1,531.69	3,000.00	614.25	3,000.00	0.00	3,000.00
215-100-53509	MEMBERSHIPS & SUBSCRIPTIO...		20,000.00	19,129.99	22,250.00	36,737.38	33,000.00	19,459.39	40,000.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Night Rotary: \$720 Impact: \$5,198 Wavteq: \$1,333.36 TEDC: \$600 NETEDR: \$50 BREI: \$100 PHP: \$203.88 Zoom: \$191.88 Adobe: \$155.88 Jobs EQ: \$4,500 Placer.ai: \$12,000 Costar: \$6,000							
215-100-53510	TRAVEL AND TRAINING		10,000.00	9,475.43	10,000.00	14,322.57	10,000.00	3,999.68	10,000.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	No change. Budgeted to accomodate 4-6 trainings/conferences.							
215-100-53512	PRINTING SERVICES		0.00	0.00	0.00	128.00	300.00	242.00	500.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Increased \$200 based on usage.							
27	Printing Services	This is for business cards, envelopes, etc.							
215-100-53515	INSURANCE AND BONDS		1,000.00	1,907.08	1,100.00	0.00	2,000.00	995.00	995.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	DNO Insurance: 3 yr policy/billing period at \$995/yr							

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
215-100-53517	CONTRACTUAL SERVICES	0.00	0.00	0.00	0.00	5,000.00	3,850.00	
Budget Notes Budget Code 27	Subject 26-27	Description No contractual services anticipated.						
215-100-53520	JANITORIAL SERVICES	9,000.00	7,100.00	4,100.00	4,100.00	4,100.00	2,900.00	4,000.00
215-100-53617	PROJECTS SUPPORT GRANTS	800,000.00	178,500.00	1,050,000.00	1,161,065.16	300,000.00	0.00	300,000.00
215-100-53662	ATH COMPLEX IMPROVEMENTS..	25,000.00	0.00	25,000.00	25,000.00	0.00	0.00	
Budget Notes Budget Code 27	Subject 25-26	Description Recommending removal.						
215-100-53663	COM DEV GRANT-GENERAL PR...	75,000.00	115,399.20	75,000.00	75,000.00	75,000.00	40,000.00	75,000.00
215-100-53664	BLDG IMPROVEMENT GRANT P...	150,000.00	168,621.95	250,000.00	143,388.24	250,000.00	129,229.34	250,000.00
215-100-53665	PRIOR YEAR BLDG IMPROV GR...	0.00	0.00	67,500.00	109,354.12	134,176.45	63,838.87	71,768.85
Budget Notes Budget Code 27	Subject 26-27	Description Mollard Properties: \$40,106.25 NCBA Enterprises: \$31,662.60						
Group: 530 - Professional/Contractual Services Total:		1,281,705.00	619,112.20	1,714,680.00	1,696,305.30	1,086,085.45	432,795.91	1,118,372.72
Group: 540 - Maintenance & Repairs								
215-100-54010	BLDG/STRUCTURE/GRNDS MA...	100,000.00	63,162.16	100,000.00	37,291.79	100,000.00	48,859.16	100,000.00
215-100-55599	DEPRECIATION EXPENSE	0.00	99,931.00	0.00	98,454.00	0.00	0.00	
Group: 540 - Maintenance & Repairs Total:		100,000.00	163,093.16	100,000.00	135,745.79	100,000.00	48,859.16	100,000.00
Group: 545 - Utilities								
215-100-54500	UTILITIES - ELECTRIC	7,500.00	23,235.91	78,000.00	62,889.89	55,000.00	31,406.26	9,000.00
Budget Notes Budget Code 27 27	Subject 26-27 Electric change	Description Reduced to no longer account for electric expense of 200 Vista Ridge. Moved to city account reduced bill but city rate will increase 5.3%						
215-100-54501	UTILITIES - WATER/SEWER	4,000.00	3,987.67	4,000.00	5,196.27	4,000.00	6,064.93	6,000.00
Budget Notes Budget Code 27	Subject 26-27	Description Increased \$2,000 to account for incurred costs.						
215-100-54503	PHONES/INTERNET	4,000.00	5,296.25	3,000.00	2,987.31	3,300.00	3,662.83	5,400.00

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

			2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Monthly expenses roughly \$450/mo. Increased to accomodate.							
Group: 545 - Utilities Total:			15,500.00	32,519.83	85,000.00	71,073.47	62,300.00	41,134.02	20,400.00
Group: 550 - Other/Misc.									
215-100-55002	EVENTS & PROMOTIONS		0.00	0.00	0.00	0.00	0.00	95.63	
215-100-55009	BUSINESS RETENTION/EXPANS...		15,000.00	1,978.48	15,000.00	4,991.82	15,000.00	1,541.57	15,000.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Local Management Training Program Sponsorships: \$6,000							
		Steamworks: \$5,000							
		BRE Program Expenses: \$3,000							
215-100-55200	MEETING MEALS		3,000.00	4,543.38	3,500.00	1,850.63	3,500.00	1,023.28	3,500.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	No change.							
Group: 550 - Other/Misc. Total:			18,000.00	6,521.86	18,500.00	6,842.45	18,500.00	2,660.48	18,500.00
Group: 580 - Capital Outlay									
215-100-58000	CAPITAL OUTLAY		2,392,256.00	-45,518.54	0.00	139.74	280,000.00	0.00	1,400,000.00
Budget Notes									
Budget Code	Subject	Description							
27	26-27	Downtown Property Renovation Phase 1: \$900,000							
		Rail Park Construction Activities: \$500,000							
Group: 580 - Capital Outlay Total:			2,392,256.00	-45,518.54	0.00	139.74	280,000.00	0.00	1,400,000.00
Group: 590 - Interfund Activity									
215-100-59570	TRANSFER TO FLEET FUND		250.00	246.41	250.00	1,062.45	500.00	0.00	500.00
Group: 590 - Interfund Activity Total:			250.00	246.41	250.00	1,062.45	500.00	0.00	500.00
Department: 100 - Administration Total:			4,064,652.25	1,048,451.19	2,167,363.95	2,165,800.68	1,860,884.18	726,299.39	2,998,418.42

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Department: 999 - Non-Departmental								
Group: 530 - Professional/Contractual Services								
215-999-53514	TML INSURANCE	9,000.00	12,135.24	13,000.00	15,186.74	18,000.00	18,382.54	20,000.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Increased \$2,000 based on anticipated rate hikes.						
Group: 530 - Professional/Contractual Services Total:		9,000.00	12,135.24	13,000.00	15,186.74	18,000.00	18,382.54	20,000.00
Group: 560 - 560								
215-999-56005	REVENUE BOND PRIN PAYMENT	455,481.20	27,192.20	563,374.19	-32,879.00	362,533.00	129,186.53	276,168.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Sales Tax Revenue Bonds Series 2012B will be paid off on 8/15/26. Necessary line item reductions have been made.						
Budget Detail								
Budget Code	Description		Units	Price	Amount			
27	2024 Taxable Type B Note		1.00	87,556.00	87,556.00			
27	2024 Taxable Type B Note		0.00	0.00	84,554.00			
27	LOAN 9382 BOND PRINCIPAL		1.00	51,684.00	51,684.00			
27	LOAN 9382 BOND PRINCIPAL		1.00	52,374.00	52,374.00			
215-999-56050	INTEREST- BONDED DEBT	130,484.34	105,314.35	168,553.73	196,566.18	144,364.00	44,430.98	125,684.00
Budget Notes								
Budget Code	Subject	Description						
27	26-27	Sales Tax Revenue Bonds Series 2012B will be paid off on 8/15/26. Necessary line item reductions have been made.						
Budget Detail								
Budget Code	Description		Units	Price	Amount			
27	2024 Taxable Type B Loan		0.00	0.00	55,132.00			
27	2024 Taxable Type B Loan		0.00	0.00	58,133.00			
27	LOAN 9382 INTEREST		1.00	5,864.00	5,864.00			
27	LOAN 9382 INTEREST		1.00	6,555.00	6,555.00			
215-999-56054	PAY/ESCROW AGENT FEES	60,000.00	55,340.00	0.00	0.00	0.00	2,200.00	
Group: 560 - 560 Total:		645,965.54	187,846.55	731,927.92	163,687.18	506,897.00	175,817.51	401,852.00

Budget Worksheet

For Fiscal: 2025-2026 Period Ending: 06/30/2026
Defined Budgets

		2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Group: 590 - Interfund Activity								
215-999-59010	TRANSFER TO/FROM GENERAL ...	48,404.00	31,371.00	49,586.00	31,371.00	49,586.00	28,925.19	51,073.58
Budget Notes								
Budget Code	Subject	Description						
27	26-27	3% increase per finance dept.						
Group: 590 - Interfund Activity Total:		48,404.00	31,371.00	49,586.00	31,371.00	49,586.00	28,925.19	51,073.58
Department: 999 - Non-Departmental Total:		703,369.54	231,352.79	794,513.92	210,244.92	574,483.00	223,125.24	472,925.58
Expense Total:		4,768,021.79	1,279,803.98	2,961,877.87	2,376,045.60	2,435,367.18	949,424.63	3,471,344.00
Fund: 215 - ECONOMIC DEVELOPMENT CORP Surplus (Deficit):		-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00
Report Surplus (Deficit):		-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00

Group Summary

Grou...	Defined Budgets						
	2023-2024 Total Budget	2023-2024 Total Activity	2024-2025 Total Budget	2024-2025 Total Activity	2025-2026 Total Budget	2025-2026 YTD Activity	2026-2027 27
Fund: 215 - ECONOMIC DEVELOPMENT CORP							
Revenue							
411 - Sales	1,250,055.00	1,383,267.28	1,325,055.00	1,479,534.20	1,404,558.30	1,117,943.75	1,546,923.00
416 - Lease/Rental Revenue	36,000.00	36,000.00	36,000.00	36,000.00	36,000.00	27,000.00	36,000.00
418 - Intergovernmental	2,380,000.00	399,649.23	400,000.00	413,351.86	300,000.00	207,460.58	0.00
419 - Other Income	74,064.00	141,477.28	99,064.00	131,758.86	142,000.00	109,041.61	142,000.00
Revenue Total:	3,740,119.00	1,960,393.79	1,860,119.00	2,060,644.92	1,882,558.30	1,461,445.94	1,724,923.00
Expense							
Department: 100 - Administration							
510 - Personnel	251,691.25	269,274.80	242,033.95	247,578.32	306,198.73	198,749.94	331,245.70
520 - Supplies & Materials	5,250.00	3,201.47	6,900.00	7,053.16	7,300.00	2,099.88	9,400.00
530 - Professional/Contractual Services	1,281,705.00	619,112.20	1,714,680.00	1,696,305.30	1,086,085.45	432,795.91	1,118,372.72
540 - Maintenance & Repairs	100,000.00	163,093.16	100,000.00	135,745.79	100,000.00	48,859.16	100,000.00
545 - Utilities	15,500.00	32,519.83	85,000.00	71,073.47	62,300.00	41,134.02	20,400.00
550 - Other/Misc.	18,000.00	6,521.86	18,500.00	6,842.45	18,500.00	2,660.48	18,500.00
580 - Capital Outlay	2,392,256.00	-45,518.54	0.00	139.74	280,000.00	0.00	1,400,000.00
590 - Interfund Activity	250.00	246.41	250.00	1,062.45	500.00	0.00	500.00
Department: 100 - Administration Total:	4,064,652.25	1,048,451.19	2,167,363.95	2,165,800.68	1,860,884.18	726,299.39	2,998,418.42
Department: 999 - Non-Departmental							
530 - Professional/Contractual Services	9,000.00	12,135.24	13,000.00	15,186.74	18,000.00	18,382.54	20,000.00
560 - 560	645,965.54	187,846.55	731,927.92	163,687.18	506,897.00	175,817.51	401,852.00
590 - Interfund Activity	48,404.00	31,371.00	49,586.00	31,371.00	49,586.00	28,925.19	51,073.58
Department: 999 - Non-Departmental Total:	703,369.54	231,352.79	794,513.92	210,244.92	574,483.00	223,125.24	472,925.58
Expense Total:	4,768,021.79	1,279,803.98	2,961,877.87	2,376,045.60	2,435,367.18	949,424.63	3,471,344.00
Fund: 215 - ECONOMIC DEVELOPMENT CORP Surplus (Deficit):	-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00
Report Surplus (Deficit):	-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00

Fund Summary

Fund	Defined Budgets						
	2023-2024	2023-2024	2024-2025	2024-2025	2025-2026	2025-2026	2026-2027
	Total Budget	Total Activity	Total Budget	Total Activity	Total Budget	YTD Activity	27
215 - ECONOMIC DEVELOPMENT CORP	-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00
Report Surplus (Deficit):	-1,027,902.79	680,589.81	-1,101,758.87	-315,400.68	-552,808.88	512,021.31	-1,746,421.00