



DeSoto Development Corporation

May 24, 2021

Board Meeting

Mission: To plan, promote, finance, and create opportunities for the attraction, growth, and retention of enterprises that enhance the tax base, quality of life, and level of employment for the citizens of DeSoto, TX.



Board of Directors:

Curtis Krohn – President

Dr. Delva King – Vice President

Wendy Johnson – Secretary/Treasurer

Michelle Jordan – Director

Rodney Brown – Director

Author Anderson – Director

To be filled – Director

The DEDC Board and Staff work diligently to attract new industrial, commercial, and retail businesses to our community. DeSoto is a wonderful city, and considering DeSoto's average and median annual incomes, retail sales base, and large trade area, it's great place to live and do business!

DeSoto Development Corporation

REGULAR BOARD MEETING AGENDA

Monday, May 24, 2021

The Board of Directors of the DeSoto Development Corporation (DDC) will meet on **Monday, May 24, 2021 at 9:00 a.m.** in the **Council Conference Room** located in City Hall at the DeSoto Town Center, 211 East Pleasant Run Road, DeSoto, Texas 75115.

As authorized by Section 551.071(2) of the Texas Government Code, this meeting may be convened into closed Executive Session for the purpose of seeking confidential legal advice from the Corporation's attorney on any agenda item listed herein.

A. REGULAR SESSION – CALL TO ORDER

1. Invocation

B. PUBLIC HEARING

Public hearing to consider a proposed project to fund infrastructure improvements near the southeast corner of N. Polk Street and E. Centre Park Boulevard in the Eagle Business and Industrial Park for the addition of two (2) new median openings (including turn lanes) on Polk Street.

C. CONSENT AGENDA

Items are listed on the Consent Agenda by the DDC Chief Executive Officer and are recommended to the DDC Board of Directors for single vote of approval. Any item may be removed from the Consent Agenda for separate vote at the request of a Board Director.

1. Consideration and approval of the April 26, 2021 Board Meeting Minutes.
2. Consideration and approval of the March 30, 2021 income and expenses

D. REGULAR AGENDA – NEW BUSINESS – Items for discussion and/or possible action:

1. Grow DeSoto Market Place Incubator Financial Status Report. Presentation by Monte Anderson, Options Real Estate.
2. Financial Status Report as of April 30, 2021. Presentation by Melissa Adams, Accountant II, City of DeSoto.
3. City Council Liaison update regarding City events, meetings, etc. by Councilmember Andre' Byrd, Sr., City of DeSoto.
4. DeSoto Chamber of Commerce update by former Board Chairman Kenneth Govan and/or current Board Chairman Maurice Jones.
5. The Industry HUB's Grow DeSoto Market Place Activity Summary Report for April 16 to May 16 by Terry Toomey, Executive Director, The Industry HUB.
6. Deliberation, Discussion and Action to approve a Façade Grant for Dairy Queen, 635 N. Hampton Road, DeSoto. Not to exceed \$45,250 if approved.
7. Deliberation, Discussion and Action to approve a Façade Grant for Heritage Coffee Lounge, 1415 N. Cockrell Hill, not to exceed \$10,000.

E. EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE:

none

F. RECONVENE INTO OPEN SESSION

G. ACTION AS RESULT OF EXECUTIVE SESSION

H. BRIEFING BY CHIEF EXECUTIVE OFFICER – Joe D. Newman

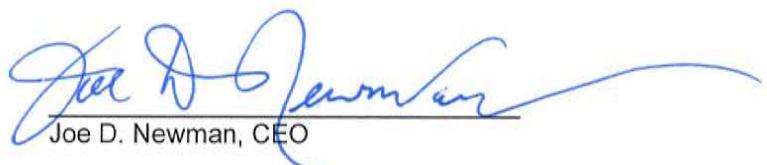
1. Brief update of meetings attended, industrial site visits and general office operations.

I. BOARD ANNOUNCEMENTS

1. Board announcements are regarding local civic and charitable events, meetings, fundraisers, awards, expression of thanks, congratulations or condolences.

J. ADJOURNMENT

I, the undersigned authority, do hereby certify that this Notice of Meeting was posted in accordance with the regulations of the Texas Open Meetings Act to the City's website www.desototexas.gov and the DDC's website www.dedc.org and said Notice was posted on the following date and time: **May 21, 2021 by 8:30 A.M.**, and remained so posted at least two hours after said meeting was convened.



Joe D. Newman, CEO

A handwritten signature in blue ink, appearing to read "Joe D. Newman". Below the signature, the name "Joe D. Newman, CEO" is printed in a smaller, sans-serif font.



A. Regular Session – Call to Order
1. Invocation

3.



B. Public Hearing
Consider Grant Request for Infrastructure improvements near
the SE corner of N. Polk St. and E. Centre Park Blvd. in the
Eagle Business and Industrial Park. KBC Ventures, LLC

DeSoto Economic Development Corporation
DeSoto City Hall
211 E. Pleasant Run Road
DeSoto, Texas 75115
972-230-9611 (ph) - 972-230-9670 (fax)

Incentive Request Application

The DeSoto Economic Development Corporation (DEDC) and the City of DeSoto use established guidelines for investing public resources in private projects to develop the economic base and quality of life in DeSoto, TX. The DEDC uses information from this form to estimate both the fiscal impact of a proposed private project upon the community of DeSoto and the level of return upon the investment of public resources in the proposed private project. The fiscal impact model must be applied to each project applying for any form of incentive, regardless of whether they are direct financial investments, abatements, deferred taxes or regulatory considerations, before public resources may be committed and given to a private business. The established guidelines stipulate that all projects must meet or exceed minimum threshold levels. **If the minimum thresholds are not met, the project may be considered on a case-by-case basis.**

Please provide as much of the following as which pertains to the subject project:

I. Real Property

- | | |
|---|----------------------|
| 1. Acquisition price of an existing facility or current taxable value | \$ _____ |
| 2. Total construction budget for new facility..... | \$ <u>20,000,000</u> |
| a. Percent allocated to materials..... | <u>75%</u> |
| b. Percent allocated to soft costs.....
<small>(Soft costs are permitting fees, architectural engineering, testing, inspections, environmental studies, developer management fees, legal and audit fees, etc.)</small> | <u>25%</u> |
| c. Percent allocated to labor..... | <u>TBD</u> |
| d. Percent of construction budget resulting in an increase
in property's market value..... | <u>TBD</u> |
| e. Percent of construction materials purchased in DeSoto..... | <u>TBD</u> |
| f. Percent of soft costs purchased in DeSoto..... | <u>TBD</u> |
| g. Percent of construction workforce residing in DeSoto..... | <u>TBD</u> |
| 3. Land Value | \$ <u>1,125,000</u> |

II. Business Personal Property

1. Value of newly purchased furniture and fixtures \$ TBD
2. Percent of newly purchased furniture and fixtures purchased in DeSoto..... TBD
3. Value of furniture and fixtures relocated to DeSoto \$ TBD
4. Value of newly purchased equipment \$ TBD
5. Percent of new equipment purchased in DeSoto..... TBD
6. Value of equipment relocated to DeSoto \$ TBD
7. Value of inventory as of January 1 each year \$ TBD
8. Percent of inventory qualifying for in-lieu-of freeport exemption... TBD

III. Employee Information

1. Number of **existing** employees..... TBD
2. Average annual wage of **existing** employees..... \$ TBD
3. Annual wage growth rate (in %) of **existing** employees..... TBD
4. Percentage of **existing** employees who live in DeSoto..... TBD
5. Anticipated number of **new** employees in.....

	Year #1	Year #2	Year #3
Exempt Employees	TBD	TBD	TBD
Non Exempt Employees.....	TBD	TBD	TBD
6. Average annual wage of **new** employees (indicate different levels within each category by labeling them as Class 1 or Class 2)

Exempt Employees – Class 1	\$ <u>TBD</u>
Exempt Employees – Class 2	\$ <u>TBD</u>
Non Exempt Employees – Class 1	\$ <u>TBD</u>
Non Exempt Employees – Class 2	\$ <u>TBD</u>
7. Annual wage growth rate (in %) of **new** employees

Exempt Employees	\$ <u>TBD</u>
Non Exempt Employees	\$ <u>TBD</u>
8. Anticipated percentage of **new** employees who will live in DeSoto

Exempt Employees	\$ <u>TBD</u>
Non Exempt Employees.....	\$ <u>TBD</u>

IV. Operations

- | | |
|--|--------|
| 1. Taxable retail sales at the facility | \$ TBD |
| 2. Total annual operating budget | \$ TBD |
| 3. Value of materials purchased for operations
(excluding inventory)..... | \$ TBD |
| 4. Percentage of these materials bought in DeSoto..... | TBD |
| 5. Average annual cost of each utility | |
| a. Electricity | \$ TBD |
| b. Telephone | \$ TBD |
| c. Cable | \$ TBD |
| d. Natural Gas | \$ TBD |
| e. Sanitation | \$ TBD |
| f. Water & Sewer..... | \$ TBD |
| 6. Estimated annual number of visitors to the facility | TBD |
| 7. Estimated number overnight visitors | TBD |
| 8. Average length of stay (nights) | TBD |

Type of Business: Industrial Real Estate Developer, Investor and Service Provider

North American Industry Classification System (NAICS) Code: 531210

Name of Company: KBC Ventures LLC (Affiliate of KBC Advisors)

Mailing Address: 2828 N Harwood Street, Suite 1900

City, State & Zip Code: Dallas, TX 75201

Phone #: 214.679.4440 Fax #: _____

E-Mail Address: tony.creme@kbcadvisors.com

Name (Please Print): Tony Creme

Texas Government Code Section 2264.01 Certification

The applicant certifies that the business, or a branch, division, or department of the business, does not and will not knowingly employ an undocumented worker; and that if, after receiving a funds from the DEDC, the business, or a branch, division, or department of the business, is convicted of a violation under 8 U.S.C. Section 1324a(f), the business shall repay the amount of the funds provided by DEDC with interest, at the rate and according to the other terms provided by an agreement between the DEDC and the business regarding the incentive, grant or funds provided by DEDC, not later than the 120th day after the date the DEDC notifies the business of the violation



Signature

February 12, 2021

Date



February 12, 2021

Please tell us what you consider both a **NECESSARY** and **REASONABLE** incentive request.

KBC Advisors ("KBC") was founded in 2016 and has regional offices in Dallas, Houston, Nashville, Atlanta, New Jersey, Seattle, Los Angeles, and San Francisco. KBC privately represents some of the largest industrial users and investors in the world.

The Dallas development team is led by Tony Creme, who joined KBC in 2020. Prior to KBC, Tony spent 22 years with Hillwood Properties where he most recently led the planning and implementation of the industrial building program at Hillwood's 27,000-acre AllianceTexas development. Tony's role included involvement in all facets of the project, with a focus on industrial development, project leasing, and land planning. During his tenure, AllianceTexas grew from less than 50 companies to more than 500. In total, Tony has completed 42+ million square feet of transactions across development, leasing, and dispositions, along with 1,300+ acres of land transactions.

KBC is currently evaluating the feasibility of developing a speculative, Class-A, 351,000 square foot industrial building on the southeast corner of N Polk Street and E Centre Park Boulevard (the "Project"). The AllianceTexas project that Tony worked on is known for having strict design standards, and this Project will be no different. The building, when finished, will be both highly functional and visually pleasing.

Unfortunately, due to rising construction costs, KBC is re-evaluating the viability of the Project and further examining every line of its budget. As such, KBC would like to respectfully request a \$500,000 grant from the DeSoto EDC to help keep the project moving forward. The request would be broken out as follows: 1) A \$150,000 grant for the addition of two (2) new median openings (including turn lanes) on N Polk Street, which will provide much needed access to the site and make the Project more attractive to corporate users (see Exhibit A). These curb cuts will also benefit the surrounding landowners. 2) An additional **\$350,000 grant** to help offset the recent rise in construction costs. KBC would propose that the entire \$150,000 grant be paid at completion of the shell building, and the remaining \$350,000 grant be paid in a one-time lump sum once the building is 90% leased and the tenant(s) has received its certificate(s) of occupancy.

We appreciate your consideration and believe your assistance will be valuable in making the Project a reality.

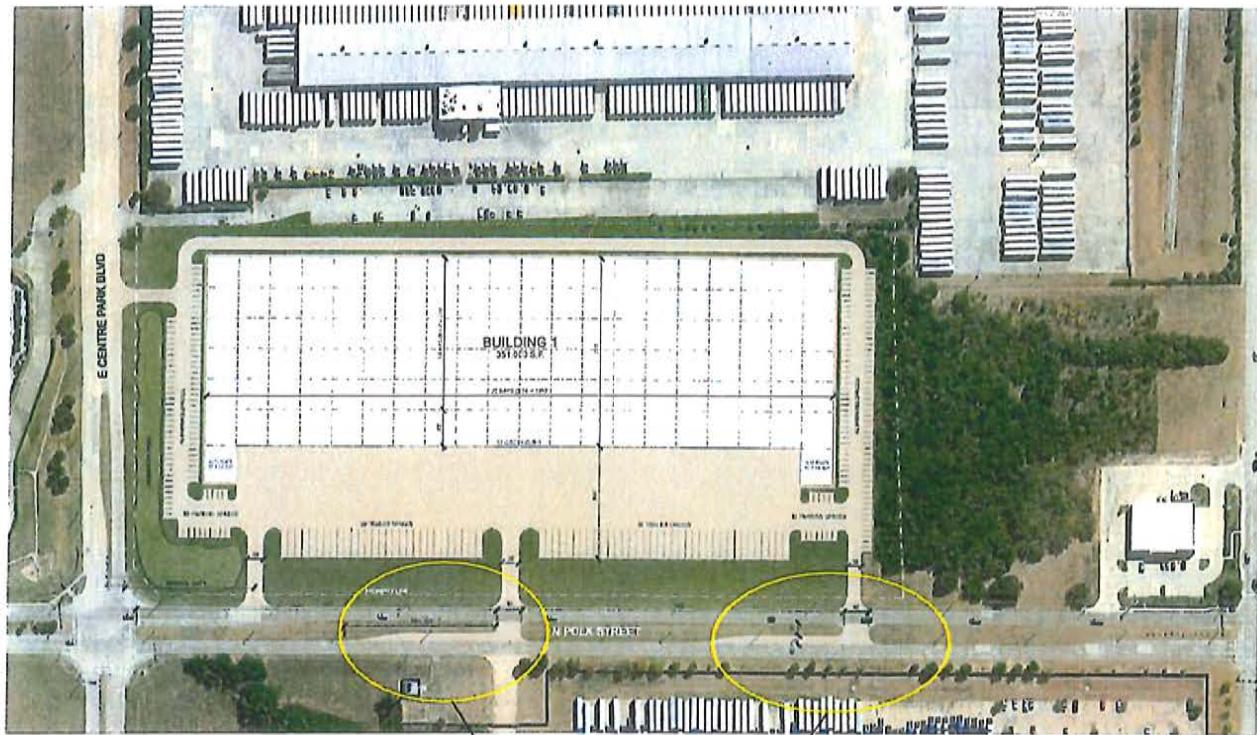
Sincerely,

KBC Advisors

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February 12, 2021

Exhibit A



Proposed Median Openings with Turn Lanes



C. Consent Agenda
a. Board Meeting Minutes - April 26, 2021
b. March 30, 2021 Income and Expenses



MINUTES

April 26, 2021

The Board of Directors of the DeSoto Economic Development Corporation (DEDC) met on **Monday, April 26, 2021 at 9:00 a.m.** This meeting was a closed meeting to in person attendance by the public. A temporary suspension of the Open Meetings Act to allow for telephonic or videoconference public meetings has been granted by Governor Greg Abbott. These actions are being taken to mitigate the spread of COVID-19 by avoiding meetings that bring people into a group setting and in accordance with Section 418.016 of the Texas Government Code. Telephonic and videoconferencing capabilities will be utilized to allow individuals to view the meeting on the City of DeSoto's website at www.desototexas.gov.

The DeSoto Economic Development Corporation Board Meeting was broadcasted live in its entirety on the City of DeSoto's website at www.desototexas.gov which is Government Access Channel 16 available to Spectrum subscribers and Government Access Channel 99 available to AT&T U-verse subscribers. Once on this site, select first the tab labeled <Government>, and then select the tab labeled <Cable TV>. The Board Meeting will be a videoconference on a www.zoom.com platform and live streamed on the City of DeSoto's website listed above for the public to view. Questions regarding the broadcast schedules should be directed to Kathy Jones, Community Relations Manager, at 972-230-9648.

Present: Curtis Krohn, Board President
Dr. Delva King, Board Vice President
Bobby Waddle, Director
Michelle Jordan, Secretary-Treasurer

Staff Present: Joe Newman — Chief Executive Officer

Also Present:
Incoming DDC Board members: Wendy Johnson & Author Anderson
Melissa Adams — Accounting II, City of DeSoto
Brandon Wright — City Manager, City of DeSoto
Kristoff Bauer, Deputy City Manager
Andre' Byrd, Sr. — Council member, City Council Liaison, City of DeSoto
Kenneth Govan — Former Board Chairman, DeSoto Chamber of Commerce
Pete Smith — Attorney, Nichols, Jackson, Dillard, Hager & Smith, LLP
Terry Toomey — Executive Director, The Industry HUB
Tom Figert — Director of Information Technology, City of DeSoto
Kathy Jones, DeSoto Community Relations Manager

Absent: Paul Griffin, Jr., Board Director
Incoming DDC Board member Rodney Brown

At 9:01 a.m., Board President Curtis Krohn called the meeting to order and acknowledged the presence of a quorum of DEDC.

A. REGULAR SESSION – CALL TO ORDER

1. Invocation was given by Curt Krohn

B. CONSENT AGENDA

Consideration and Approval of DEDC Minutes of March 1, 2021. On a motion by Bobby Waddle and second by Dr. Delva King, the Minutes were approved.

C. REGULAR AGENDA – NEW BUSINESS – Items for discussion and/or possible action:

1. Auditor's Annual Report for Fiscal Year 2020 by Clayton Rogers, CPA, Pattillo, Brown & Hill, L.L.P. Mr. Rogers briefly highlighted the great financial position of DEDC and said that his firm found nothing wrong with the financials. He thanked the city's finance department and DEDC staff for providing every item requested.
2. Consider approving a Resolution terminating the DeSoto Economic Development Corporation, approving a Termination Plan, and authorizing the preparation and execution of all documents necessary to terminate the Corporation including the Agreement between the City of DeSoto and the DeSoto Economic Development Corporation for the assignment of all assets and property.
On a motion by Bobby Waddle and second by Curt Krohn, the motion passed unanimously.

D. ADJOURNMENT – President Krohn adjourned the DEDC meeting at 9:14 a.m. to immediately start the DDC Board meeting.

Curtis Krohn, Board President

Dr. Delva King, Board Vice President



MINUTES

April 26, 2021

The Board of Directors of the DeSoto Development Corporation (DDC) met on **Monday, April 26, 2021 at 9:00 a.m.** This meeting was a closed meeting to in person attendance by the public. A temporary suspension of the Open Meetings Act to allow for telephonic or videoconference public meetings has been granted by Governor Greg Abbott. These actions are being taken to mitigate the spread of COVID-19 by avoiding meetings that bring people into a group setting and in accordance with Section 418.016 of the Texas Government Code. Telephonic and videoconferencing capabilities will be utilized to allow individuals to view the meeting on the City of DeSoto's website at www.desototexas.gov.

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Present: Curtis Krohn, Board President
 Dr. Delva King, Board Vice President
 Wendy Johnson, Secretary-Treasurer
 Author Anderson, Director
 Michelle Jordan, Director

Absent: Rodney Brown, Director

Staff Present: Joe Newman — Chief Executive Officer

Also Present:

Mayor Rachael Proctor
Melissa Adams — Accounting II, City of DeSoto
Brandon Wright — City Manager, City of DeSoto
Kristoff Bauer, Deputy City Manager
Andre' Byrd, Sr. — Council member, City Council Liaison, City of DeSoto
Kenneth Govan — Former Board Chairman, DeSoto Chamber of Commerce
Pete Smith — Attorney, Nichols, Jackson, Dillard, Hager & Smith, LLP
Terry Toomey — Executive Director, The Industry HUB
Tom Figert — Director of Information Technology, City of DeSoto
Kathy Jones, DeSoto Community Relations Manager

At 9:15 a.m., Board President Curtis Krohn called the meeting to order and acknowledged the presence of a quorum.

A. REGULAR SESSION – CALL TO ORDER

B. CONSENT AGENDA

Minutes from the March 22, 2021 DDC meeting. Motion by Dr. Delva King and second by Wendy Johnson, passed unanimously.

C. REGULAR AGENDA – NEW BUSINESS – Items for discussion and/or possible action:

1. Grow DeSoto Market Place Incubator Financial Status Report. Presentation by Monte Anderson, Options Real Estate. Mr. Anderson was absent from the meeting.
2. Financial Status Report by Melissa Adams, Account II, City of DeSoto. Ms. Adams gave a brief overview of the DDC and Grow DeSoto Market Place finances.
3. City Council Liaison update regarding City events, meetings, etc. by Councilmember Andre' Byrd, Sr., City of DeSoto. Councilman Byrd. He relayed to the board that a possible change in sales tax allocation laws (HB-4072) would dramatically change the way certain sales taxpayers such as Kohls Fulfillment Center allocates where sales tax is generated. Kenneth Govan added that the chamber of commerce and Best Southwest Partnership is sending letters concerning the bill. Joe Newman said there a pluses and minuses of the bill. City manager Wright said that in DeSoto's case, we only rebate a portion of the actual sales tax that the city receives. Many cities didn't have that clause written into the incentive agreement.
Councilman Byrd also urged the board to visit Legacy Hall in Plano to see their vision and how it might transfer to DeSoto's goals.
4. DeSoto Chamber of Commerce update by former Board Chairman Kenneth Govan gave the board an overview of recent chamber activity and introduced President/CEO Vanessa Sterling. The One DeSoto networking event was a success and featured motivational speaker Jeff Willey. Ribbon cuttings were held for Lynn's Beauty Shop and Zona Caliente Restaurant. New memberships are on the rise.
5. The Industry HUB's Grow DeSoto Market Place Activity Summary Report for February 15 to March 15 by Terry Toomey, Executive Director, The Industry HUB. Ms. Toomey said
6. Discussion and Possible Action to Consider a Façade Renovation Grant for the new Kendall Karsen's Upscale Soulfood Restaurant at Wintergreen and Cockrell Hill Roads. On a motion by Dr. Delva King and seconded by Wendy Johnson the board voted to approve unanimously a reimbursable signage grant up to \$1,750.

D. EXECUTIVE SESSION UNDER TEXAS GOVERNMENT CODE:

**Texas Government Code, Section 551.087: Economic Development
Deliberation:**

1. Deliberation and Discussion regarding the Economic Development negotiations for Project Big Box.
2. Deliberation and Discussion regarding the Economic Development negotiations for Project Spec Building.

After reading the above items into the record, President Krohn called the board into Executive Session at 10:31am.

E. RECONVENE INTO OPEN SESSION – President Krohn reconvened the board into Regular Open Session at 11:30am

F. ACTION AS RESULT OF EXECUTIVE SESSION

On a motion by Curt Krohn and second by Dr. Delva King, the board voted unanimously to award a reimbursable grant of up to \$150,000 subject to city council approval and the developer, KBC Advisors, constructing a minimum 350,000 sq. ft. building at the southeast corner of N. Polk St. and E. Centre Park Blvd.

G. BRIEFING BY CHIEF EXECUTIVE OFFICER – Joe D. Newman

1. Mr. Newman said that the recent Job Fair was a great success with more than 30 area employers advertising their opportunities to an estimated 500+ job seekers. He said that there are approximately 1,800 job openings in the area. He said that sales tax allocations continue to be positive. April allocations were up 6.98% over April 2020 and that since January, DeSoto is up 14.09%. New businesses coming to DeSoto include Planet Fitness, The Boiling Spot and, of course, Kendall Karsens Upscale Soulfood Restaurant.

H. BOARD ANNOUNCEMENTS

1. Board announcements are regarding local civic and charitable events, meetings, fundraisers, awards, expression of thanks, congratulations or condolences. President Krohn said that the CDC (Concerned DeSoto Citizens) and the DeSoto Chamber of Commerce would be hosting a Candidate Forum on April 24th and urged everyone to try and attend.

I. ADJOURNMENT – President Krohn adjourned the meeting at 11:39am

Curtis Krohn, Board President

Dr. Delva King, Board Vice President

DEDC GENERAL FUND
BALANCE SHEET
MARCH 31, 2021

ASSETS

Current Assets

Checking/Savings

Checking -Wells Fargo	2,567,356
Checking -Bank of DeSoto	33,760
Petty Cash	8
Certificates of Deposit	750,000
Total Checking/Savings	<hr/> 3,351,124

Total Current Assets	3,351,124
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Non-Current Assets

Note Receivable-Sweet & Chic Boutique	7,591
Note Receivable CTC Chiropractic, Inc.	<hr/> 13,694
	21,272

TOTAL ASSETS	<hr/> <hr/> \$ 3,372,396
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LIABILITIES and FUND BALANCE

Current Liabilities	(1,053,287)
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FUND BALANCE

Designated for Grant Commitments FY 2021	2,032,978
Restricted for Economic Development	<hr/> 2,392,705
Total Fund Balance	<hr/> 4,425,683

Total Liabilities and Fund Balance	<hr/> <hr/> \$ 3,372,396
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DEDC GENERAL FUND
SUMMARY OF REVENUE AND EXPENDITURES
SIX MONTHS ENDING
MARCH 31, 2021

	MAR' 21 YTD	Budget	\$ Over Budget	% of Budget
FUND BEGINNING BALANCE	4,475,881	3,159,025		
REVENUES				
Sales Tax	1,175,392	2,437,500	(1,262,108)	48.2%
Sales Tax Accrual	-	-	-	0.0%
Business Incubator Rent	165,219	195,000	(29,781)	84.7%
Interest	5,034	12,150	(7,116)	41.4%
Miscellaneous	-	-	-	0.0%
Total Revenues	1,345,644	2,644,650	(1,299,006)	50.9%
EXPENDITURES				
Operation Expenses				
Operation & Administration	415,599	951,744	(536,145)	43.7%
Promotion	10,082	230,250	(220,168)	4.4%
Total Project Development				
Total Prospect Development	-	3,500	(3,500)	0.0%
Total Long Term Debt	249,700	307,350	(57,650)	81.2%
Grants/Commitments	720,461	1,986,145	(1,265,684)	36.3%
Capital Outlay(Equip/Furn)	-	10,000	(10,000)	0.0%
Total Expenditures	1,395,842	3,488,989	(2,093,147)	40.0%
Net Income	(50,198)	(844,339)	794,141	
FUND ENDING BALANCE	4,425,683	2,314,686		

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DEDC GENERAL FUND

SUMMARY OF REVENUE AND EXPENDITURES
CURRENT AND SIX MONTHS ENDING
MARCH 31, 2021

	MAR' 21 MTD	Budget	\$ Over Budget	% of Budget	MAR' 21 YTD	Budget	\$ Over Budget	% of Budget
FUND BEGINNING BALANCE								
REVENUES					4,475,881		3,159,025	
Sales Tax	212,008	203,125	8,883	104.4%	1,175,392	2,437,500	(1,262,108)	48.2%
Sales Tax Accrual	-	-	-	0.0%	-	-	-	0.0%
Business Incubator Rent	20,150	16,250	3,900	124.0%	165,219	195,000	(29,781)	84.7%
Interest	866	1,013	(147)	85.5%	5,034	12,150	(7,116)	41.4%
Miscellaneous	-	-	-	0.0%	-	-	-	0.0%
Total Revenues	233,024	220,388	12,637	105.7%	1,345,644	2,644,650	(1,299,006)	50.9%
EXPENDITURES								
Operation Expenses	74,164	79,312	(5,148)	93.5%	415,599	951,744	(536,145)	43.7%
Operation & Administration	3,722	12,938	(9,715)	24.9%	10,082	230,250	(220,168)	4.4%
Total Project Development	-	292	(292)	0.0%	-	3,500	(3,500)	0.0%
Total Prospect Development	-	25,613	(25,613)	0.0%	249,700	307,350	(57,650)	81.2%
Total Long Term Debt	-	-	-	-	-	-	-	-
Grants/Commitments	670,461	165,512	504,949	405.1%	720,461	1,986,145	(1,265,684)	36.3%
Capital Outlay(Equip/Furn)	-	833	(833)	0.0%	-	10,000	(10,000)	0.0%
Total Expenditures	747,848	284,499	463,349	262.9%	1,395,842	3,488,989	(2,093,147)	40.0%
Net Income	(514,824)	(64,112)	(450,712)		(50,198)	(844,339)	794,141	
FUND ENDING BALANCE								
					4,425,683	2,314,686		

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DEDC GENERAL FUND
DETAIL OF REVENUE AND EXPENDITURES
SIX MONTHS ENDING
MARCH 31, 2021

	MAR' 21 YTD	Budget	\$ Over Budget	% of Budget
Salaries/Wages	84,880	260,000	(175,120)	32.6%
Payroll Taxes	6,468	21,000	(14,532)	30.8%
TMRS-Total Company	10,375	34,800	(24,425)	29.8%
Employees Insurance	4,895	24,744	(19,849)	19.8%
Employee Benefits - Other	-	-	-	0.0%
Performance Bonus	4,255	14,000	(9,745)	30.4%
Personnel	110,874	354,544	(243,670)	31.3%
Potential Incentive Grants	-	800,000	(800,000)	0.0%
Kohls (Reimbursed City)	670,461	500,000	170,461	134.1%
Project Maverick	-	100,000	(100,000)	0.0%
Project Doctor	-	100,000	(100,000)	0.0%
Square Cabinetry Mfg. grant	50,000	50,000	-	100.0%
Infrastructure grant to RPG Capital Management	-	101,145	(101,145)	0.0%
Façade Improvement Grants	-	35,000	(35,000)	0.0%
Wildwood Development Co.	-	300,000	(300,000)	0.0%
Grants/Commitments	720,461	1,986,145	(1,265,684)	36.3%
Education/Workforce Develop	-	3,500	(3,500)	0.0%
Total Prospect Development	-	3,500	(3,500)	0.0%
Bond Interest Series 2011	19,700	34,800	(15,100)	56.6%
Heliport Project-Interest	-	14,875	(14,875)	0.0%
Bond Principal Series 2011	230,000	230,000	-	100.0%
Heliport Project-Principal	-	27,675	(27,675)	0.0%
Total Long Term Debt	249,700	307,350	(57,650)	81.2%
Capital Outlay(Equip/Furn)	-	10,000	(10,000)	0.0%
Total Expenditures	1,395,842	3,488,989	(2,093,147)	40.0%
Net Income	(50,198)	(844,339)	794,141	
FUND ENDING BALANCE	4,425,683	2,314,686		

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GROW D MARKET PLACE
COMPARATIVE STATEMENT - REVENUE AND EXPENDITURES

CURRENT AND SIX
MONTHS ENDING
MARCH 31, 2021

	MAR '21 MTD	Budget	\$ Over Budget	% of Budget	MAR '21 YTD	Budget	\$ Over Budget	% of Budget
FUND BEGINNING BALANCE								
REVENUES								
Business Incubator Rent	20,150	16,250	3,900	124.0%		165,219	195,000	(29,781)
Total Revenues	20,150	16,250	3,900	124.0%	165,219	195,000	(29,781)	84.7%
EXPENDITURES								
Operation Expenses	16	3,333	(3,317)	0.5%		551	40,000	(39,449)
Advertising	16	3,333	(3,317)	0.5%		551	40,000	(39,449)
Promotion								
Rent/BrookHollow	8,667	8,667	(0)	100.0%		52,000	(52,000)	50.0%
Rent/BrookHollowOper.Exp	4,290	4,333	(43)	99.0%		25,740	52,000	49.5%
Management Fees - BrookHollow	5,000	5,000	-	100.0%		30,000	60,000	50.0%
Operations - BrookHollow	12,675	12,500	175	101.4%		105,447	150,000	(44,553)
City Accounting Services	833	833	-	100.0%		5,000	10,000	(5,000)
Operation & Administration	31,465	31,333	131	100.4%		218,186	376,000	(157,814)
Capital Outlay(Equip/Furn)	-	833	(833)	0.0%		-	10,000	(10,000)
Total Expenditures	31,481	35,500	(4,019)	88.7%	218,737	426,000	(207,263)	0.0%
Net Income	(11,331)	(19,250)	7,919		(53,519)	(231,000)	177,481	

25.
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D. Regular Agenda – New Business
1. Grow DeSoto Market Place Incubator Financial Status
Report by Monte Anderson

Income Statement

Options Real Estate Investments, Inc.

Properties: DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115

As of: Apr 2021

Account Name	Selected Month	Year to Month End
Operating Income & Expense		
Income		
Rent	27,859.01	102,908.22
Sign Revenue	225.00	225.00
PrePaid Rents	5,503.28	9,884.07
Late Fee	100.99	538.99
Total Operating Income	33,688.28	113,556.28
Expense		
Cleaning Contract Services - Recoverable	4,477.78	15,013.54
Cleaning Supplies - Recoverable	0.00	59.04
Dumpster Service - Recoverable	892.78	3,671.12
Electrical - Recoverable	0.00	2,324.12
Fire & Safety - Recoverable	0.00	0.00
HVAC - Recoverable	0.00	0.00
Lock & Keys - Recoverable	0.00	0.00
Painting - Recoverable	0.00	-150.00
Painting - Work Order	32.20	32.20
Plumbing - Recoverable	0.00	3,446.80
Signs/Awnings - Recoverable	756.86	398.52
Alarm Service - Recoverable	654.86	2,614.91
Parking Lot Sweeping - Recoverable	0.00	0.00
Lights/Bulbs - Recoverable	0.00	0.00
Security Contract Services - Recovery	0.00	0.00
Telecommunications	1,039.43	6,619.59
General Maintenance - Recoverables	635.58	1,691.35
Utilities - Electric - Recoverable	3,451.75	11,477.00
Utilities - Gas - Recoverable	839.40	4,748.94
Utilities - House (Water) - Recoverable	546.12	2,303.58
Property Taxes - Recoverable	0.00	0.00
General Maintenance - Non Recoverable	0.00	0.00
Leasing Commissions	0.00	5,474.12
Property Management Fees	0.00	5,474.12
Legal and Collections	189.00	486.00
Court Cost	0.00	0.00
Bank Charges	18.33	72.57
Architectual Fees	0.00	0.00
Consulting Fees	0.00	731.25
Accounting Services Fees	50.00	50.00
Postage	0.00	29.44
Office Supplies	0.00	0.00
Copies/Printing	0.00	38.22
Total Operating Expense	13,584.09	66,506.43

Income Statement

Account Name	Selected Month	Year to Month End
NOI - Net Operating Income	20,104.19	47,049.85
Total Income	33,688.28	113,556.28
Total Expense	13,584.09	66,506.43
Net Income	20,104.19	47,049.85

Balance Sheet

Properties: DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115

As of: 04/30/2021

Level of Detail: Detail View

Account Name	Balance
ASSETS	
Cash	
Operating Cash	56,012.44
Total Cash	56,012.44
Fixed Assets	
Tenant Improvements	15,266.75
Furniture and Fixtures	1,638.93
Total Fixed Assets	16,805.68
TOTAL ASSETS	72,818.12
 LIABILITIES & CAPITAL	
Liabilities	
Tenant Deposits Held	56,269.50
Total Liabilities	56,269.50
Capital	
Payments to Owners	-345,000.00
Retained Earnings	5,292.21
Earnest Money	-5,925.00
Appolio Opening Balance Equity	3,321.64
Calculated Retained Earnings	47,049.85
Calculated Prior Years Retained Earnings	311,809.92
Total Capital	16,548.62
TOTAL LIABILITIES & CAPITAL	72,818.12

Rent Roll

Unit	Tenant	Status	Sq. Ft.	Rent	Lease From	Lease To	Move-in	Monthly Charges
602	Shana Shackelford	Current	300	750.00	08/01/2020	07/31/2021	08/01/2020	
603	Shawndra Blue	Current	300	750.00	08/01/2020	07/31/2021	08/01/2020	
604	Taofik Olatunji	Current	250	750.00	04/01/2020	03/31/2021	04/01/2020	
605	Ronny Pettigrew	Current	250	750.00	09/01/2019	08/31/2021	09/01/2019	
606	Vicky Walters	Current	458	900.00	08/01/2020	07/31/2022	08/01/2020	
607	Charles Denton	Current	105	350.00	09/01/2018	08/31/2021	09/01/2018	
608	Nashua Andrews	Current	123	350.00	01/01/2021	12/31/2021	01/01/2021	
609	LaToya Estes	Notice-Rented	890	650.00	12/01/2020	04/30/2021	12/01/2020	
610	Daniel Conley	Current	491	650.00	04/15/2021	04/30/2022	04/15/2021	
612	Shalan Colbert	Current	105	350.00	08/01/2020	07/31/2021	08/01/2020	
613		Vacant-Unrented	105					0.00
614	Little Dipper Media	Current	105	350.00	11/01/2019	10/31/2021	11/01/2019	
700	Florence Okonkwo	Current	250	750.00	01/01/2021	12/31/2021	01/01/2021	
701	Imesia Middleton	Current	280	750.00	01/01/2021	12/31/2021	01/01/2021	
702	Tamara Coleman	Current	305	450.00	02/01/2021	01/31/2022	02/01/2021	
703	Prelow, Inc	Current	100	350.00	07/01/2020	06/30/2021	07/01/2020	
704	Mahogany Porter	Current	105	350.00	03/01/2021	02/28/2022	03/01/2021	
705	Shelley Clanton	Current	105	350.00	02/01/2021	01/31/2022	02/01/2021	
706	Brittney Howell	Current	673	650.00	08/01/2018	08/01/2018	08/01/2018	
800	Aisha Meeks	Current	2,077	2,500.00	07/01/2018	06/30/2021	07/01/2018	
900		Vacant-Rented	1,321					0.00
49 Units		89.8% Occupied	15,833	33,338.00				0.00
Total 49 Units		89.8% Occupied	15,833	33,338.00				0.00

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General Ledger

Properties: DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115

GL Accounts: All

Exclude Zero Dollar Receipts From Cash Accounts: Yes

Date Range: 04/01/2021 to 04/30/2021

Show Reversed Transactions: No

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
1010 - Operating Cash						
Starting Balance						33,773.25
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Republic Services #615	Check		892.78	32,880.47
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check	675.00		32,205.47
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check		299.13	31,906.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check	420.00		31,486.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Tonette Byrd	Receipt		350.00	31,836.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Mary Porter	Receipt		1,350.00	33,186.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Taoifk Olatunji	Receipt		750.00	33,936.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Taoifk Olatunji	Receipt	5.00		33,941.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Monique Jeter	eCheck receipt		1,400.00	35,341.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Vicky Walters	Receipt		900.00	36,241.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Alsco inc	Check		519.92	35,721.42
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	JPR Remodeling	Check		104.01	35,617.41

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Tammy S. Espinoza	Check		189.00	35,428.41
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Reliant	Check		2,558.97	32,869.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Shawndra Blue	Receipt	750.00		33,619.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Ronny Pettigrew	Receipt	750.00		34,369.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Shalain Colbert	Receipt	0.99		34,370.43
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Shalan Colbert	Receipt		349.01	34,719.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Shana Shackelford	Receipt	700.00		35,419.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Shana Shackelford	Receipt	50.00		35,469.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Prelow, Inc	Receipt		350.00	35,819.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Caronda Marshall	Receipt		1,500.00	37,319.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Sean Jones	Receipt	750.00		38,069.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Jannie Sapateh	Receipt		1,500.00	39,569.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt	25.00		39,594.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt		1,500.00	41,094.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt	25.00		41,119.44

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt	1,500.00		42,619.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Start to Finish Real Estate And Remodeling Experts	Receipt	750.00		43,369.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Janae Crenshaw	Receipt	475.00		43,844.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Tamara Coleman	Receipt	450.00		44,294.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Florence Okonkwo	Receipt	750.00		45,044.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt	1,500.00		46,544.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Imesia Middleton	Receipt	750.00		47,294.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Jannie Sapateh	Receipt	1,500.00		48,794.44
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/08/2021	Fast Signs	Check		168.26	48,626.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/08/2021	Jacoya Gray	Receipt	474.21		49,100.39
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/08/2021	Jacoya Gray	Receipt	25.79		49,126.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Nashua Andrews	Receipt	200.00		49,326.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt	500.00		49,826.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt	175.00		50,001.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt	325.00		50,326.18

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	LaToya Estes	Receipt	650.00		50,976.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt	475.00		51,451.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt	250.00		51,701.18
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt	728.28		52,429.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt	650.00		53,079.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt	250.00		53,329.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt	700.00		54,029.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Carlos Francois	Receipt	225.00		54,254.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check		675.00	53,579.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Manning & Associates, P.C.	Check		50.00	53,529.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Fast Signs	Check		197.14	53,332.32
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check		650.00	52,682.32
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	City of DeSoto - Utilities	Check			52,136.20
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check			52,104.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Aisha Meeks	Receipt	500.00		52,604.00

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Aisha Meeks	Receipt	300.00		52,904.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt	650.00		53,554.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt	350.00		53,904.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt	300.00		54,204.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt	250.00		54,454.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/16/2021	Chastine Thomas	JE		654.86	53,799.14
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/17/2021	Nashua Andrews	Receipt	95.00		53,894.14
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/17/2021	Nashua Andrews	Receipt	25.00		53,919.14
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/19/2021	Fast Signs	Check		842.19	53,076.95
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/19/2021	Time Warner Cable	Check		1,039.43	52,037.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt	30.00		52,067.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt	450.00		52,517.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt	25.00		52,542.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breanna Smith	Receipt	1,000.00		53,542.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breanna Smith	Receipt	1,000.00		54,542.52

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/21/2021	Unek De'Pariz	Receipt	1,500.00		56,042.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/21/2021	Unek De'Pariz	Receipt	4,500.00		60,542.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	1,140.00		59,402.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	675.00		58,727.52
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	111.57		58,615.95
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	308.73		58,307.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/27/2021	Fast Signs	Check	132.28		58,174.94
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	JPR Remodeling	Check	675.00		57,499.94
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Fast Signs	Check	166.99		57,332.95
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Atmos Energy	Check	839.40		56,493.55
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Public Services #615	Check		892.78	55,600.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt	325.00		55,925.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt	25.00		55,950.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt	25.00		55,975.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Nashua Andrews	Receipt	30.00		56,005.77

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Nashua Andrews	Receipt	25.00		56,030.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021		JE		18.33	56,012.44
Net Change					22,239.19	
					56,012.44	
1630 - Tenant Improvements						
Starting Balance:					14,126.75	
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	1,140.00		15,266.75
Net Change					1,140.00	
					15,266.75	
1690 - Furniture and Fixtures						
Starting Balance:					1,538.93	
Net Change					0.00	
					1,538.93	
2070 - Tenant Deposits Held						
Starting Balance:					-52,994.50	
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt		475.00	-53,469.50
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt		650.00	-54,119.50
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt		650.00	-54,769.50
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/21/2021	Unek De'Pariz	Receipt		1,500.00	-56,269.50
Net Change					0.00	3,275.00
						-56,269.50

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
3020 - Payments to Owners						
Starting Balance						345,000.00
Net Change						0.00
						345,000.00
3050 - Retained Earnings						-5,292.21
Starting Balance						0.00
Net Change						-5,292.21
3060 - Earnest Money						5,925.00
Starting Balance						0.00
Net Change						5,925.00
3999 - Appfolio Opening Balance Equity						-3,321.64
Starting Balance						0.00
Net Change						-3,321.64
4005 - Rent						-75,049.21
Starting Balance						-75,599.21
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Audrey Hayes	Receipt			550.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Ronny Pettigrew	Receipt			750.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Tammy Lewis-Conner	Receipt			900.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Shana Shackelford	Receipt			50.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Christopher Iiao	Receipt			5.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Nashua Andrews	Receipt			225.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Jacoya Gray	Receipt			25.79

39.

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Mahogany Porter	Receipt		350.00	-77,905.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Safe and Secure Transportation, LLC	Receipt	475.00		-78,380.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Monique Jeter	Receipt		1,400.00	-79,780.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Tonnette Byrd	Receipt		350.00	-80,130.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Mary Porter	Receipt		1,350.00	-81,480.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Taotik Olatunji	Receipt		750.00	-82,230.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Vicky Walters	Receipt		900.00	-83,130.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Shawndra Blue	Receipt		750.00	-83,880.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Shalan Colbert	Receipt		349.01	-84,229.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Shana Shackelford	Receipt		700.00	-84,929.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Prelow, Inc	Receipt		350.00	-85,279.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Carlonda Marshall	Receipt		1,500.00	-86,779.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Sean Jones	Receipt		750.00	-87,529.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Jannie Sapateh	Receipt		1,500.00	-89,029.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt		1,500.00	-90,529.01

40.

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt		1,500.00	-92,029.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Start to Finish Real Estate And Remodeling Experts	Receipt		750.00	-92,779.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Janae Crenshaw	Receipt		475.00	-93,254.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Tamara Coleman	Receipt		450.00	-93,704.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Florence Okonkwo	Receipt		750.00	-94,454.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt		1,500.00	-95,954.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Imesia Middleton	Receipt		750.00	-96,704.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Jannie Sapateh	Receipt		1,500.00	-98,204.01
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/08/2021	Jacoya Gray	Receipt		474.21	-98,678.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt		500.00	-99,178.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt		175.00	-99,353.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Edward Johnson	Receipt		325.00	-99,678.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	LaToya Estes	Receipt		650.00	-100,328.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Carlos Francois	Receipt		225.00	-100,553.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Aisha Meeks	Receipt		500.00	-101,053.22

41.

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Aisha Meeks	Receipt	300.00		-101,353.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Vernice Hayes	Receipt	253.28		-101,606.50
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Daniel Conley	Receipt	346.72		-101,953.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/17/2021	Nashua Andrews	Receipt	95.00		-102,048.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt	30.00		-102,078.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt	450.00		-102,528.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt	325.00		-102,853.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt	25.00		-102,878.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Nashua Andrews	Receipt	30.00		-102,908.22
Net Change				0.00	27,859.01	-102,908.22
4065 - Sign Revenue						
Starting Balance						0.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Nashua Andrews	Receipt	200.00		-200.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/17/2021	Nashua Andrews	Receipt	25.00		-225.00
Net Change				0.00	225.00	-225.00

42.

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
4070 - PrePaid Rents						-4,380.79
Starting Balance						-3,830.79
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Audrey Hayes	Receipt	550.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Ronny Pettigrew	Receipt	750.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Tammy Lewis-Conner	Receipt	900.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Shana Shackelford	Receipt	50.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Christopher Iiao	Receipt	5.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Nashua Andrews	Receipt	225.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Jacoya Gray	Receipt	25.79		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Mahogany Porter	Receipt	350.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Safe and Secure Transportation, LLC	Receipt	475.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Monique Jeter	Receipt	1,400.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Taofik Olatunji	Receipt	5.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Monique Jeter	eCheck receipt	1,400.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Ronny Pettigrew	Receipt	750.00		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	Shana Shackelford	Receipt	50.00		

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General Ledger

	Date	Payee / Payer	Type	Debit	Credit	Balance
Property	04/08/2021	Jacoya Gray	Receipt		25.79	-1,860.79
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt		728.28	-2,609.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt		700.00	-3,309.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Vernice Hayes	Receipt		253.28	-3,055.79
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Daniel Conley	Receipt		346.72	-2,709.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt		350.00	-3,059.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Breanna Smith	Receipt		300.00	-3,359.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breanna Smith	Receipt		1,000.00	-4,359.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breanna Smith	Receipt		1,000.00	-5,359.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/21/2021	Unak De'Pariz	Receipt		4,500.00	-9,859.07
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Nashua Andrews	Receipt		25.00	-9,884.07
Net Change					5,330.79	10,834.07
4084 - Late Fee						
Starting Balance						435.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/04/2021	Shalan Colbert	Receipt			-435.99
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt			-463.99
						25.00

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/05/2021	ThaiBinh Ho	Receipt		25.00	-488.99
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/20/2021	Breandria Smith	Receipt		25.00	-513.99
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/30/2021	Charles Denton	Receipt		25.00	-538.99
Net Change					-100.99	-538.99
<hr/>						
5005 - Cleaning Contract Services - Recoverable						
Starting Balance						10,535.76
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check	675.00		11,210.76
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check		299.13	11,509.89
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Alasco inc	Check		519.92	12,029.81
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check	675.00		12,704.81
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check		650.00	13,354.81
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check		675.00	14,029.81
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check		308.73	14,338.54
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	JPR Remodeling	Check		675.00	15,013.54
Net Change					4,477.78	0.00

45.

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
5010 - Cleaning Supplies - Recoverable						59.04
Starting Balance				0.00		0.00
Net Change				0.00		59.04
5015 - Dumpster Service - Recoverable						
Starting Balance						2,678.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	Republic Services #615	Check	892.78		3,571.12
Net Change				892.78		3,571.12
5025 - Electrical - Recoverable						
Starting Balance						2,324.12
Net Change				0.00		0.00
5050 - Painting - Recoverable						
Starting Balance						-150.00
Net Change				0.00		0.00
5051 - Painting - Work Order						
Starting Balance						0.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	JPR Remodeling	Check	32.20		32.20
Net Change				32.20		32.20
5055 - Plumbing - Recoverable						
Starting Balance						3,446.80
Net Change				0.00		0.00
5060 - Signs/Awnings - Recoverable						
Starting Balance						-358.34
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/08/2021	Fast Signs	Check	168.26		-190.08

General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Vernice Hayes	Receipt	250.00		440.08
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/12/2021	Daniel Conley	Receipt	250.00		-690.08
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	Fast Signs	Check	197.14		492.94
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/15/2021	Chastine Thomas	Receipt	250.00		-742.94
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/19/2021	Fast Signs	Check	842.19		99.25
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/27/2021	Fast Signs	Check	132.28		231.53
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Fast Signs	Check	166.99		398.52
Net Change				1,506.86	750.00	756.86
					398.52	
5075 - Alarm Service - Recoverable						
Starting Balance				1,960.05		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/16/2021	JE		654.86		2,614.91
Net Change				654.86	0.00	2,614.91
5106 - Telecommunications						
Starting Balance				5,580.16		
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/19/2021	Time Warner Cable	Check	1,039.43		6,619.59
Net Change				1,039.43	0.00	6,619.59

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General Ledger

Property	Date	Payee / Payer	Type	Debit	Credit	Balance
5110 - General Maintenance - Recoverables						
Starting Balance						1,055.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/01/2021	JPR Remodeling	Check	420.00		1,475.77
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	JPR Remodeling	Check	104.01		1,579.78
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/22/2021	JPR Remodeling	Check	111.57		1,691.35
Net Change				635.58	0.00	635.58
						1,691.35
5115 - Utilities - Electric - Recoverable						
Starting Balance						8,025.25
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/02/2021	Reliant	Check	2,558.97		10,584.22
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Public Services #615	Check	892.78		11,477.00
Net Change				3,451.75	0.00	11,477.00
5120 - Utilities - Gas - Recoverable						
Starting Balance						3,909.54
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/29/2021	Atmos Energy	Check	839.40		4,748.94
Net Change				839.40	0.00	4,748.94
5128 - Utilities - House (Water) - Recoverable						
Starting Balance						1,757.46
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115	04/14/2021	City of DeSoto - Utilities	Check	546.12		2,303.58
Net Change				546.12	0.00	2,303.58

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General Ledger

Property		Date	Payee / Payer	Type	Debit	Credit	Balance
5405 - Leasing Commissions							5,474.12
Starting Balance							0.00
Net Change							5,474.12
5410 - Property Management Fees							
Starting Balance							5,474.12
Net Change					0.00	0.00	0.00
5415 - Legal and Collections							
Starting Balance							297.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115		04/02/2021	Tammy S. Espinoza	Check	189.00		486.00
Net Change							189.00
5425 - Bank Charges							
Starting Balance							54.24
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115		04/30/2021		JE	18.33		72.57
Net Change							18.33
5436 - Consulting Fees							
Starting Balance							731.25
Net Change							0.00
5440 - Accounting Services Fees							
Starting Balance							0.00
DeSoto Economic Development Corp. - 324 E Belt Line Rd DeSoto, TX 75115		04/14/2021	Manning & Associates, P.C.	Check	50.00		50.00
Net Change							50.00

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General Ledger

		Date	Payee / Payer	Type	Debit	Credit	Balance
Property							
5470 - Postage							29.44
Starting Balance							0.00
Net Change					0.00	0.00	29.44
5475 - Copies/Printing							
Starting Balance							38.22
Net Change					0.00	0.00	0.00
Total					58,518.16	58,518.16	311,809.92

50.

**RETURN SERVICE REQUESTED**

> [REDACTED] 780-7777-0001 013047 207

OPTIONS PROP MGMT INC
DESOTO ECO DEV CORP
111 E DAVIS ST STE 101
DUNCANVILLE TX 75116-3615

**Statement Ending 04/30/2021**

Page 1 of 6

Account Number: [REDACTED]

Managing Your Accounts

	Phone Number	(972) 780-7777
	Address	2011 N. Hampton Rd. Desoto, TX 75115
	Website	www.bankdesoto.com
	Telebank 24/7	(972) 780-8686

Coming soon: Card Secure

Bank of DeSoto Card Secure is a mobile app that allows you to turn your debit card off or on, manage transaction alerts, and control spending limits. Card Secure will be available in your app store soon.

Summary of Account

Account Type	Account Number	Ending Balance
COMMERCIAL	[REDACTED]	\$57,582.64

COMMERCIAL-[REDACTED]**Account Summary**

Date	Description	Amount
04/01/2021	Beginning Balance	\$33,760.27
	14 Credit(s) This Period	\$37,713.28
	27 Debit(s) This Period	\$13,890.91
04/30/2021	Ending Balance	\$57,582.64

Please contact us using one of the methods above to request your Privacy Policy and Account Disclosures.

Deposits

Date	Description	Amount
04/05/2021	DEPOSIT	\$2,455.00
04/06/2021	DEPOSIT	\$1,100.00
04/06/2021	DEPOSIT	\$1,650.00
04/07/2021	DEPOSIT	\$8,650.00
04/08/2021	DEPOSIT	\$5,425.00
04/09/2021	DEPOSIT	\$500.00
04/13/2021	DEPOSIT	\$4,903.28
04/15/2021	DEPOSIT	\$1,025.00
04/16/2021	DEPOSIT	\$1,650.00
04/20/2021	DEPOSIT	\$120.00
04/22/2021	DEPOSIT	\$2,505.00
04/22/2021	DEPOSIT	\$6,000.00
04/30/2021	DEPOSIT	\$430.00

13 item(s) totaling \$36,313.28

50001000 548880 31012733 414300



RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$2,455.00

2455.00

#0000 04/05/2021 \$2,455.00

RECEIPT #
4-16-21
FOLIO# 101070

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$1,100.00

1100.00

#0000 04/06/2021 \$1,100.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$1,650.00

1650.00

#0000 04/06/2021 \$1,650.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$8,650.00

8650.00

#0000 04/07/2021 \$8,650.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$5,425.00

5425.00

#0000 04/08/2021 \$5,425.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$500.00

500.00

#0000 04/09/2021 \$500.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$4,903.28

4903.28

#0000 04/13/2021 \$4,903.28

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$1,025.00

1025.00

#0000 04/15/2021 \$1,025.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$1,550.00

1550.00

#0000 04/16/2021 \$1,550.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$120.00

120.00

#0000 04/20/2021 \$120.00

RECEIPT #
4-16-21
FOLIO# 226500

DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$2,505.00

2505.00

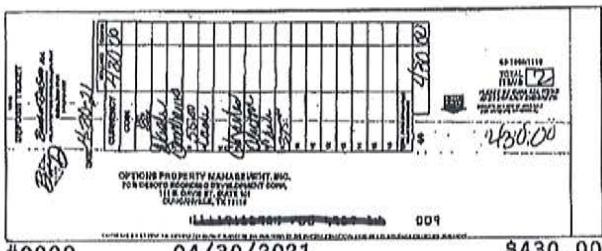
#0000 04/22/2021 \$2,505.00

RECEIPT #
4-16-21
FOLIO# 226500

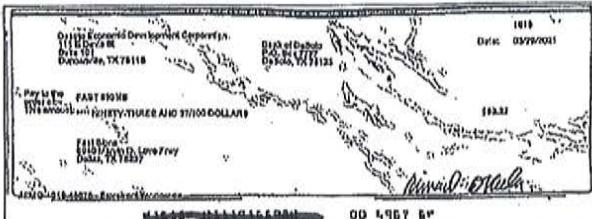
DESCRIPTION	AMOUNT
Options Property Management, Inc. For Desoto Economic Development Corp. Title: 111 LBJ 400, Suite 100 DALLAS, TX 75201	\$6,000.00

6000.00

#0000 04/22/2021 \$6,000.00



#0000 04/30/2021 \$430.00



#1618 04/01/2021 \$93.27



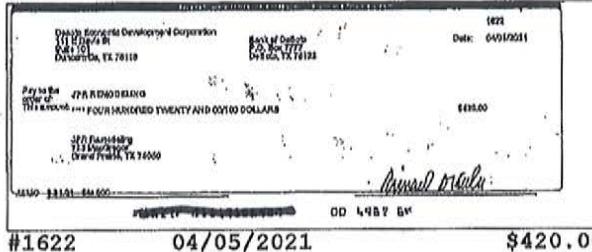
#1619 04/05/2021 \$892.78



#1620 04/05/2021 \$675.00



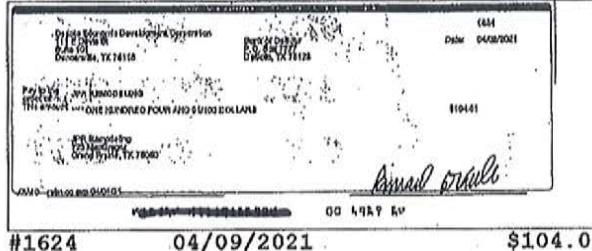
#1621 04/05/2021 \$299.13



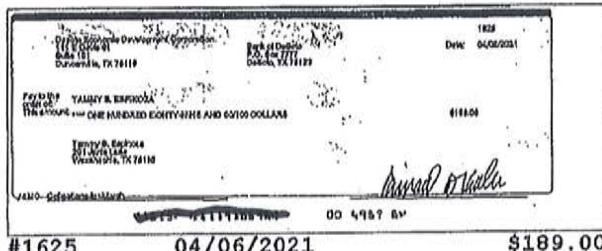
#1622 04/05/2021 \$420.00



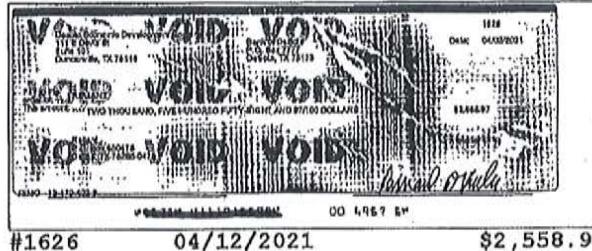
#1623 04/12/2021 \$519.92



#1624 04/09/2021 \$104.01



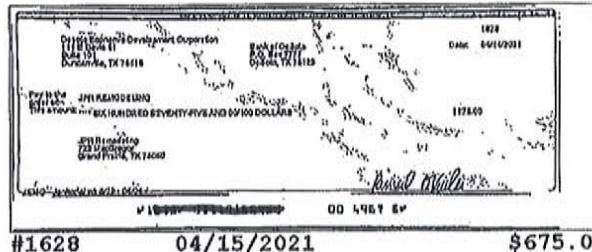
#1625 04/06/2021 \$189.00



#1626 04/12/2021 \$2,558.97



#1627 04/14/2021 \$168.26



#1628 04/15/2021 \$675.00

1030
DATE: 04/19/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: MANNING & ASSOCIATES, P.C.
502 First Avenue, 6th Fl.
Waco, Texas, 76701
AMOUNT: FIFTY AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1629 04/19/2021 \$950.00

1030
DATE: 04/16/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: FAIR SIGNS
THE STOLE, INC.
101 W. 30TH STREET, SUITE 100
DALLAS, TEXAS 75201
AMOUNT: EIGHT HUNDRED NINETY-EIGHT AND 10/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1630 04/16/2021 \$197.14

1030
DATE: 04/15/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS EIGHTEEN FIFTY AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1631 04/15/2021 \$650.00

1030
DATE: 04/19/2021
DRAFTED BY: D. BROWN
RECEIVED BY: CITY OF DALLAS
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: CITY OF DALLAS
THE AMOUNT IS FIVE HUNDRED FORTY-EIGHT AND 10/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1632 04/19/2021 \$546.12

1030
DATE: 04/15/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS THIRTY-TWO AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1633 04/15/2021 \$32.20

1030
DATE: 04/22/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: FAIR SIGNS
THE STOLE, INC.
101 W. 30TH STREET, SUITE 100
DALLAS, TEXAS 75201
AMOUNT: EIGHT HUNDRED FORTY-TWO AND 10/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1634 04/22/2021 \$842.19

1030
DATE: 04/26/2021
DRAFTED BY: D. BROWN
RECEIVED BY: THE WALTER DARLE
1000 1/2 BROADWAY
SAN FRANCISCO, CA 94110-0074
AMOUNT: ONE THOUSAND THIRTY-NINE AND 43/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1635 04/26/2021 \$1,039.43

1030
DATE: 04/23/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J.R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS ONE THOUSAND ONE HUNDRED FORTY AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1636 04/23/2021 \$1,140.00

1030
DATE: 04/26/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS EIGHTEEN FORTY-EIGHT AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1637 04/26/2021 \$675.00

1030
DATE: 04/26/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J.R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS ONE HUNDRED ELEVEN AND 67/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1638 04/26/2021 \$111.57

1030
DATE: 04/29/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J. R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS THREE HUNDRED EIGHT AND 75/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1639 04/29/2021 \$308.73

1030
DATE: 04/30/2021
DRAFTED BY: D. BROWN
RECEIVED BY: J.R. REMODELING
P.O. BOX 7777
DALLAS, TX 75232

PAYMENT TO: J.R. REMODELING
THE AMOUNT IS SIX HUNDRED EIGHTY-ONE AND 00/100 DOLLARS
REMARKS: *Ronald M. M.*

DO 4457 5P

#1641 04/30/2021 \$675.00



D. Regular Agenda – New Business
2. Financial Status Report by Melissa Adams, Accountant II, City of DeSoto

56.
~~55.~~

DDC GENERAL FUND**BALANCE SHEET**

APRIL 30, 2021

ASSETS**Current Assets**

Checking/Savings

Checking -Wells Fargo	2,765,236
Checking -Bank of DeSoto	57,583
Petty Cash	8
Certificates of Deposit	750,000
Total Checking/Savings	<u>3,572,827</u>
 Total Current Assets	 <u>3,572,827</u>

Non-Current Assets

Note Receivable-Sweet & Chic Boutique	<u>6,961</u>
---------------------------------------	--------------

TOTAL ASSETS\$ 3,579,788**LIABILITIES and FUND BALANCE**

Current Liabilities	(1,008,732)
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FUND BALANCE

Designated for Grant Commitments FY 2021	2,032,978
Restricted for Economic Development	2,555,542
Total Fund Balance	<u>4,588,520</u>

Total Liabilities and Fund Balance	<u>\$ 3,579,788</u>
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DDC GENERAL FUND
DETAIL OF REVENUE AND EXPENDITURES
SEVEN MONTHS ENDING
APRIL 30, 2021

	APR' 21 YTD	Budget	\$ Over Budget	% of Budget
Salaries/Wages	95,790	260,000	(164,210)	36.8%
Payroll Taxes	7,418	21,000	(13,582)	35.3%
TMRS-Total Company	11,673	34,800	(23,127)	33.5%
Employees Insurance	5,426	24,744	(19,318)	21.9%
Employee Benefits - Other	-	-	-	0.0%
Performance Bonus	4,255	14,000	(9,745)	30.4%
Personnel	124,562	354,544	(229,982)	35.1%
Potential Incentive Grants	-	800,000	(800,000)	0.0%
Kohls (Reimbursed City)	670,461	500,000	170,461	134.1%
Project Maverick	-	100,000	(100,000)	0.0%
Project Doctor	-	100,000	(100,000)	0.0%
Square Cabinetry Mfg. grant	50,000	50,000	-	100.0%
Infrastructure grant to RPG Capital Management	-	101,145	(101,145)	0.0%
Façade Improvement Grants	-	35,000	(35,000)	0.0%
Wildwood Development Co.	-	300,000	(300,000)	0.0%
Grants/Commitments	720,461	1,986,145	(1,265,684)	36.3%
Education/Workforce Develop	-	3,500	(3,500)	0.0%
Total Prospect Development	-	3,500	(3,500)	0.0%
Bond Interest Series 2011	19,700	34,800	(15,100)	56.6%
Heliport Project-Interest	-	14,875	(14,875)	0.0%
Bond Principal Series 2011	230,000	230,000	-	100.0%
Heliport Project-Principal	-	27,675	(27,675)	0.0%
Total Long Term Debt	249,700	307,350	(57,650)	81.2%
Capital Outlay(Equip/Furn)	-	10,000	(10,000)	0.0%
Total Expenditures	1,450,263	3,488,989	(2,038,726)	41.6%
Net Income	112,639	(844,339)	956,978	
FUND ENDING BALANCE	4,588,520		2,314,686	

GROW DE SOTO MARKET PLACE
COMPARATIVE STATEMENTS OF REVENUE AND EXPENDITURES
CURRENT AND SEVEN
MONTHS ENDING
APRIL 30, 2021

	APR '21 MTD	Budget	\$ Over Budget	% of Budget	APR '21 YTD	Budget	\$ Over Budget	% of Budget
FUND BEGINNING BALANCE								
REVENUES								
Business Incubator Rent	33,688	16,250	17,438	207.3%		198,907	195,000	3,907
Total Revenues	33,688	16,250	17,438	207.3%	198,907	195,000	3,907	102.0%
EXPENDITURES								
Operation Expenses	177	3,333	(3,157)	5.3%		727	40,000	(39,273)
Advertising								
Promotion	177	3,333	(3,157)	5.3%	727	40,000	(39,273)	1.8%
Rent/BrockHollow	8,667	8,667	(0)	100.0%	60,667	104,000	(43,333)	58.3%
Rent/BrockHollow/Oper.Exp	4,290	4,333	(43)	99.0%	30,030	52,000	(21,970)	57.2%
Management Fees - BrockHollow	5,000	5,000	-	100.0%	35,000	60,000	(25,000)	58.3%
Operations - BrockHollow	13,584	12,500	1,084	108.7%	119,031	150,000	(30,968)	79.4%
City Accounting Services	833	833	-	100.0%	5,833	10,000	(4,167)	58.3%
Operation & Administration	32,374	31,333	1,041	103.3%	250,561	376,000	(125,439)	66.6%
Capital Outlay(Equip/Furn)	-	833	(833)	0.0%	-	10,000	(10,000)	0.0%
Total Expenditures	32,551	35,500	(2,949)	91.7%	251,288	426,000	(174,712)	0.0%
Net Income	1,138	[19,250]	20,388		[52,382]	[231,000]	178,618	



D. Regular Agenda – New Business

- 3. City Council Update by Councilmember Andre' Byrd, Sr.**



D. Regular Agenda – New Business
4. DeSoto Chamber of Commerce Update by Kenneth Govan, Former Board Chairman and/or Chief Maurice Jones, Chair

**DeSoto Chamber of Commerce/Convention & Visitors Bureau
Report
May 2021**

MEMBER SERVICES

Member Networking:

- 04/13/21 Good Morning One Desoto
- 04/21/21 One Desoto March

Ribbon Cutting/Groundbreaking Ceremony

New Members

- Planet Fitness
- Community Tax Service
- CenoMaxx Productions

Group Health Insurance now available to Chamber Members Only:

ECONOMIC/BUSINESS DEVELOPMENT/BREP/SHOP LOCAL

- Participate in DeSoto Economic Recovery Advisory Task Force, Marketing a successful Business Story during the COVID Pandemic

COMMUNITY EVENTS

- 04/24/21 Candidate's Forum

1

TOURISM

- 04/14/21 Quarterly Tourism Meeting

FUNDRAISING/BUDGET

Marketing Campaign

DeSoto Chamber of Commerce
Business Retention / Member Visits Log

DATE	STATUS	BUSINESS	CONTACT	COMMENTS
30-Apr	MC	Wingstop	Calvin Golden	Restaurant Revitalization Fund W/SBA
30-Apr	MC	On the Border	Jessica Sanchez	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Zona Caliente Sports Bar	Benito Galarza	Restaurant Revitalization Fund W/SBA
30-Apr	MC	The Pelican House	Louis Rainey	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Thorntree Golf Club	James Krupa	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Williams Fried Chicken	James May	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Little Caesar's	Maheesh Vankawala	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Cat Tail, LLC	Freddie Davis	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Dick's Uptown Café	Terri Woodward	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Shelleys Grillin-N-Poppin	Shelley	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Braum's Ice Cream	Florence Optong-Bawuhah	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Outback Steakhouse	Matthew Sanker	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Frios Gourmet Pops	Keisha Reeder	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Ojeda Family Restaurant	Irene Luna	Restaurant Revitalization Fund W/SBA
30-Apr	MC	Fuzzy's Taco Shop	Todd Knight	Restaurant Revitalization Fund W/SBA

PD = Past Due

Pr = Prospective Member

ME = Major Employer

MC = Member Call

MV = Member Visit

FM = Former Member



D. Regular Agenda – New Business
5. The Industry HUB's Activity Summary Report by
Terry Toomey, Executive Director, The Industry HUB

Activity from April 16, 2021 to May 16, 2021

- March 25/ 26 Milwaukee team at GDMP. Provided documentation, answered questions, gave tour. Mayor Proctor and Joe Newman here to meet with them. Website updates to web designer.
- March 26 Friday Pulse of Small Business: Reviewing financial reporting for EIDL/ PPP programs. CPA and Accountant as guest speakers. Still trying to get answer about why S-Corps are having problems getting access to program. Encountered parking problem: Tenants were parking in Fire lanes. Found offenders and asked them to remove cars to a designated parking area.
- March 30 Researching \$10 Billion Black Women Owned Business initiative from Goldman Sachs. Researching other grant applications.
- March 31 Prep for tenant meeting. Mentoring
- April 1 Tenant Meeting. Minutes from meeting sent. Mayor Proctor participated.
- April 2 Mentoring.
- April 5 Prospective Tenant pitch. Researching grants. TeXchange Board meeting.
- April 6 Set up meeting to work with prospective tenant to evaluate expenses. Starting monthly newsletter.
- April 7 Working with mentee on SBA disaster programs to get specific answers. Setting up topic for Friday Pulse of Small Business. Talked with Options RE to determine feasibility of a wine shop being in GDMP. PD was sent to me and to Joe Newman so we can review zoning requirements.
- April 8 Met with prospective tenant. Reviewed financials to determine if GDMP is a good decision for the next phase of her business. Prospective tenant spoke about a program to become a vendor for Target and Walmart. Will further investigate this program as it is **inappropriate for any startup businesses**. Getting information for another prospective tenant about whether they can sell alcohol in GDMP.
- April 9 Friday Pulse of Small Business: How to help SBA understand the needs of businesses with less than 20 employees. Creating a Business Case Study to present to lawmakers to help them understand what is happening with small businesses.
- April 12 Following with prospective tenant to determine if she wants to move forward with becoming a tenant. Participate with the GDMP Selection committee. Report back on last week's prospect—she had decided she would like to move forward. Researching program that is introducing small black-owned businesses to working with Target and Walmart. In my experience this is not a program for start-up businesses. Researching to see what training is offered to see if we can carve out a program to better fit our tenants. Finished and posted monthly newsletter
<https://mailchi.mp/487237361db4/april-grow-desoto-market-place-newsletter-2021>
Participating with Dallas Diversity Council to encourage more small businesses to go after government contracts.
- April 13 Mentoring. Participated in White House briefing on American Jobs Plan. Looking for opportunities where we can introduce small businesses to new opportunities. Following up on website update for www.growdesoto.org.
- April 14 Mentoring. Welcome letter to new tenants. Working on website updates. Working on speaker for Friday Pulse of Small Business. We are averaging between 70-80 people listening to the broadcast each week. We focus on issues relevant and helpful to small businesses. Trying to get someone to talk about social media for this Friday.

- April 15 DeSoto Communication Committee meeting. Mentoring. Working with web designer to update listing. 3 new tenants being added.
- April 16 Friday Pulse of Small Business: Discuss American Jobs Plan and impact on small business. All small businesses need to register on sam.gov for federal grants and funding moving forward. Call Terry if you need assistance. Posted TWC event on gorwdesoto.org and social media sites.
- April 19 Mentoring. Scheduling tenants for conference room. Updating website directory listing.
- April 20 Mentoring. Talked w mentee on developing a fact sheet/ brochure. Developed outreach goals to reach audience and more marketing and PR.
- April 21 Participated in TeXchange Investor Panel. Getting published information from new tenants. Takes several communications to get response. Mentoring: Talked with tenant about changing status to LLC.
- April 22 Researching American Jobs Plan to find opportunities for small businesses. Call with FRB to clarify how we get small businesses on their Buyer Diversity program.
- April 23 Friday Pulse of Small Business: Social Media. Talked with social media expert to help people understand more about how to use the different platforms. Explored marketing process like creating campaigns and posting no more than 3 x/week.
- April 26 DDC Monthly meeting. Reported about Fashion show being developed for July 3. Mentoring.
- April 27 Mentoring. Researching how to be a vendor for Hallmark for tenant.
- April 28 Sent reminder to tenants about quarterly reporting. Auding changes on growdesoto.org website. Sent changes to web designer. Researching 5G jobs and how they may impact small businesses. Mentoring. Posted SBA video about the Restaurant Rescue Plan. It is important that you have all information ready when you make the application so all information is correct. If they have to make revisions, their application goes to the back of the line again. Start registering on Friday, April 30. Applications start at 12:00 noon ET on Monday, May 3.
- April 29 DeSoto Communications meeting. Mentoring.
- April 30 Friday Pulse of Small Business: Restaurant Rescue Program and American Jobs Plan. Requesting Capabilities Statement to help people position for government contracting.
- May 3 Restaurant Rescue Plan taking applications at 12:00 noon, ET. Continuing to communicate with tenants about getting their documentation correct to speed process.
- May 4 Updating tenant list with new tenants. Requesting information they want published. Send reminder about monthly tenant meeting on Thursday at 9:00 a.m. CT via zoom.
- May 5 Responding to Nicole Raphael's information about The Industry Hub processes and credentials including association with SBA, SCORE, TeXchange, City of Dallas Diversity Council and others. Also reported that The Industry Hub has invested over \$20,000 in marketing/ furnishing for Grow DeSoto and over \$50,000 in developing an online streaming media platform for training for small business on ROKU. Research on government contracting in prep for Friday Pulse of Small Business.
- May 6 Monthly tenant meeting. Discussed recent issues like tenant attendance for their lease requirements of 11-7 Wed – Sat. Many are still not open per their lease. A system on notification will be developed to officially give notice of penalty for non-compliance. Talked about the July 3 Fashion Show. Notes sent to all tenants.
- May 7 Friday Pulse of Small Business: Opportunities in America's Job Plan for small business. Shared resources of where opportunities for Grants will come from. Send resource materials to attendees. Reviewing Certification as W/MBE. Will call the new president

of NCTRCA for status and how we help improve the process. Some of those working with me have waited more than 6 months for action. Reminder for tenants that the charge of \$100 to work for certification through NCTRCA will be reimbursed \$50 by The Industry Hub when they receive their first certification.

- May 10 Mentoring. Making introductions to help small businesses expand their networks and increase business.
- May 11 Networking tenant with potential client. Conference Call about Hi Tech Incubators and helping with tech transfer and funding initiatives.
- May 12 Mentoring multiple clients. Added events to Facebook and growdesoto.org website. Updating website. Starting newsletter are multiple communications to get ads from tenants and updated tenant information for publication.
- May 13 Working on Friday Pulse of Small Business topics that can best help small businesses. Complete and send newsletter: <https://mailchi.mp/5c91ad7533bf/happening-at-the-grow-desoto-market-place>
- May 17 Attending webinar on opportunities for small businesses. White House Briefing.
- May 18 Mayor for a Day visit to GDMP. Attended Economic Global Forum on Economic Recovery.
- May 21 Guest panelist for Goldman Sach's 10,000 Business new class.
- May 25 Conference call with Tenille Terry, City of DeSoto Marketing Director, to coordinate resources and organizations to respond to *4 Ways Cities Can Help Small Business* content/uploads/2021/04/americanrescueplan_RS-2021-web.pdf and bring more organizations into the initiative. By pooling resources and talents we can help more businesses.

Latest Google report:

 Google My Business

Grow DeSoto Market Place

5,969 PEOPLE FOUND YOU ON GOOGLE

Here are the top search queries used to find you:

Grow DeSoto
Market Place,
East Belt Line
Road, DeSoto,
TX

used by 93 people

Grow DeSoto
Market Place
used by 60 people

mall near me
used by 59 people

203

asked for directions

313

visited your website

⬆ 18% FROM MARCH 2021

⬆ 4.0% FROM MARCH 2021

33

called you

⬆ 120% FROM MARCH 2021



Reach more potential customers; try
an ad on Google.

[CREATE MY AD](#) ➔

Facebook (last 28 days)

Narrative for Grow DeSoto Incubator activity

Terry J. Toomey
Onsite Business Consultant

Published	Post	Type	Targeting	Reach	Engagement
05/13/2021 11:09 AM	 Latest newsletter: https://mailchi.mp/5c91ad7533bf/hap			24	2 1
05/12/2021 3:20 PM	 Waist Bead Party on May 27 - Join us for Reggae, Tea, Tie on sessions			25	0 0
05/07/2021 11:03 AM	 Let's talk about the American Jobs Plan and the opportunities for small			29	10 3
04/29/2021 10:26 AM	 Registration for Restaurant Recovery starts on April 30 at 9 a.m. ET. Here			527	13 8
04/23/2021 11:03 AM	 Adjusting our business models using social media.			48	0 0
04/23/2021 10:34 AM	 Join the Friday Pulse of Small Business today at 11 a.m. CT.			44	0 0
04/23/2021 10:32 AM	 Join in the 2021 Financial Literacy Program tomorrow at 10 a.m.			37	0 0
04/21/2021 10:03 AM	 Join Friday Pulse of Small Business at 11 a.m. CT. Register			50	0 0
04/16/2021 2:00 PM	 April 22, 4:00 p.m. CT - Texas Workforce Commission webinar on			62	2 5
04/16/2021 12:10 PM	 Here are the references from this morning's Friday Pulse of Small			47	0 0
04/16/2021 11:09 AM	 What is the American Jobs Program abo			74	3 6
04/14/2021 3:21 PM	 The American Jobs Plan is important to small business!			44	1 2
04/14/2021 3:20 PM	 DeSoto "Fair Chance" Employment (1 of 2)			47	0 0
04/14/2021 3:19 PM	 DeSoto "Fair Chance" Employment (2 of 2)			45	0 0
04/12/2021 10:59 AM	 April 2021 GDMP Newsletter https://mailchi.mp/487237361db4/apr			97	3 1



D. Regular Agenda – New Business
6. Consider Facade Grant for Dairy Queen

Joe Newman

From: AKBER ALLANA <do-not-reply@dedc.org>
Sent: Tuesday, May 18, 2021 12:56 PM
To: Info
Subject: Facade Improvements Grants Submission
Attachments: BidsPDf.pdf; ExistingFacade.pdf; FacadeOnlyii.pdf

APPLICANT:

AKBER ALLANA

Phone: 4694711474	Cell: 4694711474
-------------------	------------------

AMERICANDREAM786@GMAIL.COM

BUSINESS:

AMERICAN DREAMS 786 LLC

Mailing Address: 444 FOUR STONES BLVD, LEWISVILLE, TX 75056

Business Type: Corporation	If "Other":
----------------------------	-------------

Business Activity: We will be remodeling the interior and the facade of the existing DQ building. Total cost of the project is around \$250,000.00. We have already hired a contractor and the Facade remodel will cost \$90,500.00

Project Description: We acquired the 621 N. Hampton and 625 N. Hampton in 2018. As part of the commitment to city Manager we renovated 621 N. Hampton(Phase I) in 2020 for estimated cost of \$125,000.00. Although city promised to help with the grant the City Manager left and we did not receive the grant. In phase II (DQ Renovation) now we would like to renovate the

DQ Facade. Total cost for facade renovation is \$90500. We would like to request 50% of that. Also, if possible we would appreciate it if we can get a grant or tax incentive for Phase I. I am attaching proposal for the renovation and estimates. Please send me an email where I can send the complete proposed renovation document. These are large files and it will not attach.

GRANT PROPERTY:

Address: 625 NORTH HAMPTON ROAD, DESOTO, TX 75115

Amount Requested: \$45250.00	Project Cost: \$90,500.00
# of Full-Time Employees: 6	# of Part-Time Employees:
Date Established in DeSoto: 2015-08-15	Property Owned or Leased?: Owned
<i>If Leased:</i>	
Lessor Name:	
Lessor Address:	
Lessor Phone:	Lease Term:

AFFIRMATION OF APPLICANT(S):

Affirmation?: **Consented:** By checking this box and submitting this form, I affirm the above.

Applicant 1 Name: AKBER ALLANA	Dated: 2018-05-15
Applicant 2 Name:	Dated:

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This message was sent from dedc.flywheelsites.com by a user at IP Address 47.184.18.110 on May 18, 2021 at 12:55 pm.

UTOPIA BUILDERS
14635 Snowhill drive
Frisco TX 75035
(817) 231-1880

DAIRY QUEEN

635 N Hampton
DESOTO TX 75115

Exterior alterations:

**1. Remove exterior roof skirts and soffit overhang . Then elevate parapet wall 2.5 ft and Integrate roof into existing TPO roof
\$19,000**

**2. DQ corporate approved awnings and installation.
\$4500**

**3. Build fire place chimney facade full elevation for east side egress .
\$9,000**

**4. Build new south Double door egress.
\$8000**

5. Cut and frame build out for new pick up window.

\$9,000

6. All DQ new generation exterior modifications

a. Stucco exterior

\$18,275v

Commented [1]:

b. Eye lid lighting

\$5000

c. New Spoon display accessory

\$3000

d. Linear lighting

\$3000

**e. DQ corporate approved exterior color
scheme**

f. New Bronze store front framing

\$4000

Overhead and profit. \$10,725

**This is a general job scope overview of the project.
Please refer to DQ approved plans for specific
design and building specs**

Total project Budget. \$90,500.00

Google Maps N Hampton Rd

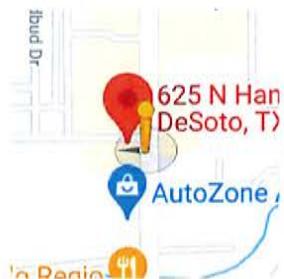


Image capture: Oct 2018 © 2021 Google

DeSoto, Texas

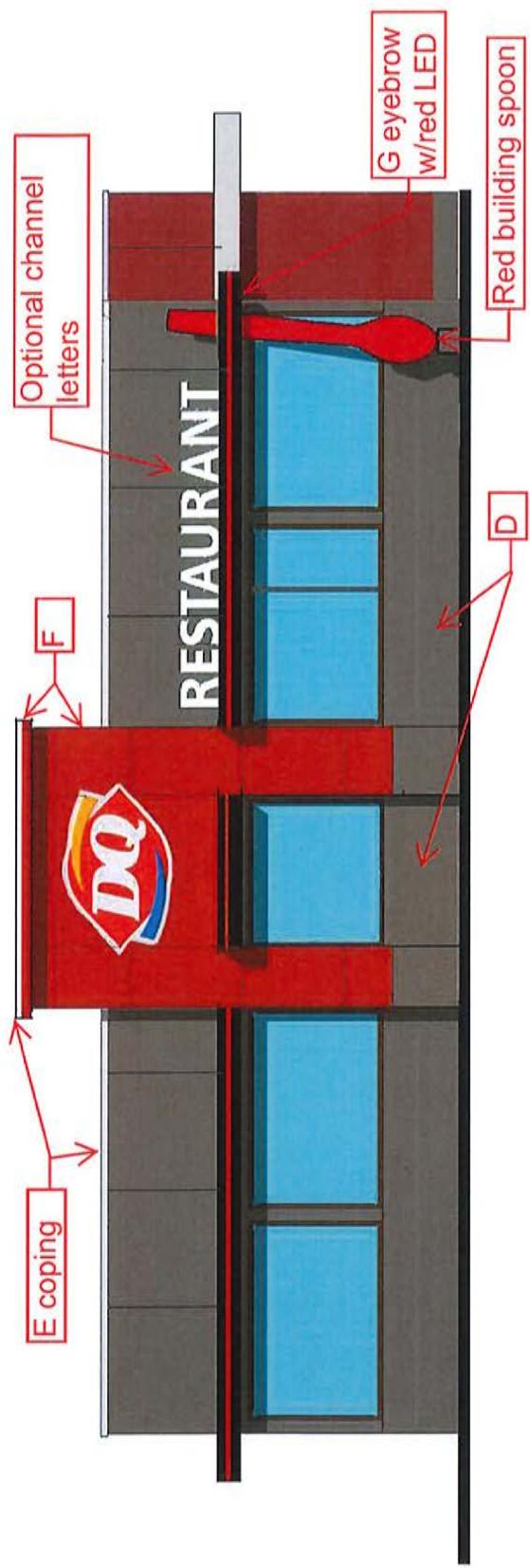


Street View

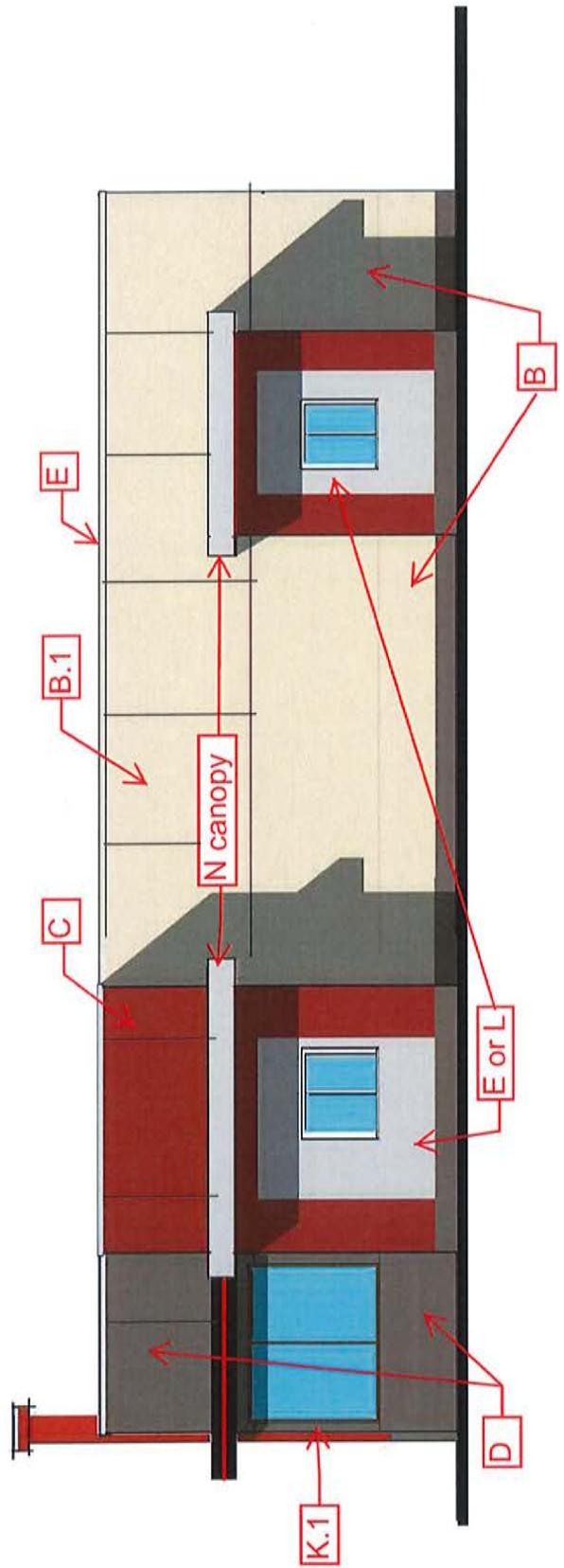


83.

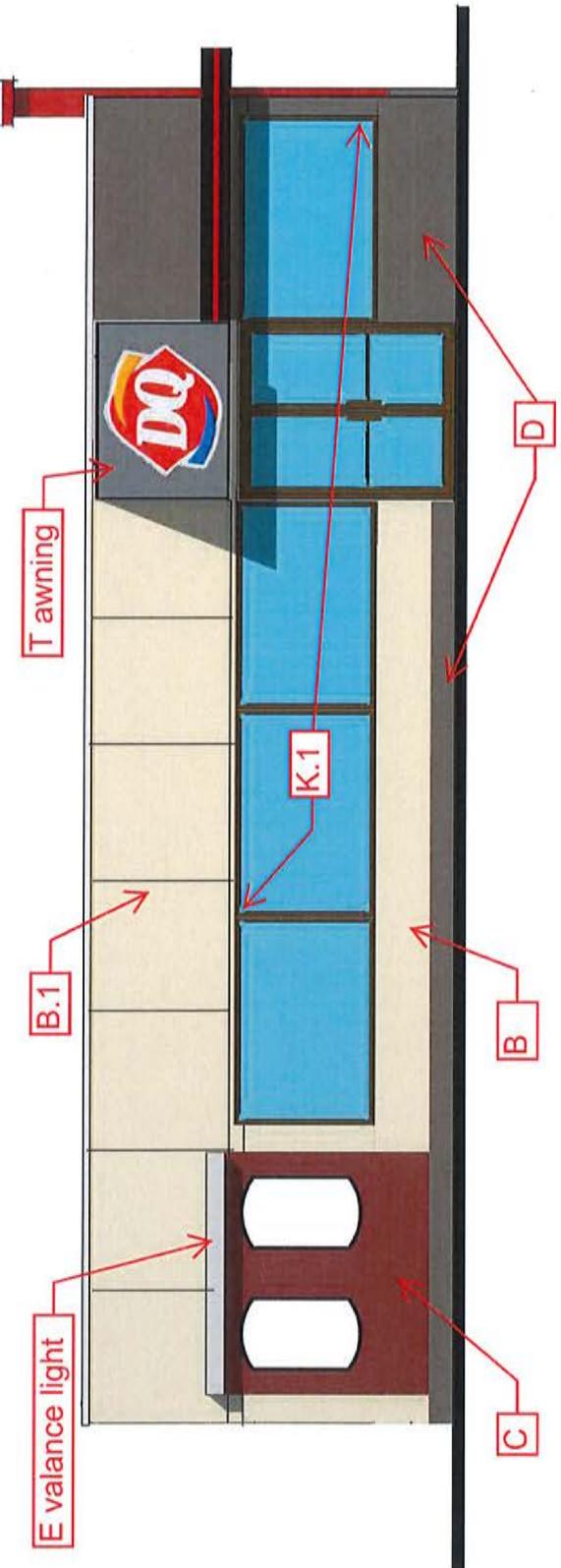
Front Elevation



Right Side Elevation



Left Side Elevation





D. Regular Agenda – New Business
7. Consider Facade Grant for Heritage Coffee Lounge

Joe Newman

From: Tara McDaniel <do-not-reply@dedc.org>
Sent: Tuesday, May 18, 2021 12:43 PM
To: Info
Subject: Facade Improvements Grants Submission

APPLICANT:

Tara McDaniel

Phone: 4692330343	Cell: 4692330343
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tmcdaniel@heritagecoffeelounge.com

BUSINESS:

Heritage Coffee Lounge

Mailing Address: **1415 N. Cockrell Hill Desoto, TX 75115 #500**

Business Type: Partnership	If "Other":
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Business Activity: **Tara McDaniel is the founder of a successful Coffee Bar which was conceptualized in the wake of national social-racial tensions last July 2020. She launched a group on FB called Buy Black National that rapidly scaled to over 80k supporters. The group drives sales and gives visibility to Black owned businesses. After performing a market study she found that the coffee shop industry was under represented. Now Tara is on to a new coffee bar concept that is luxe and exclusive. Heritage is an upscale concept that integrates culture, live music and coffee. The décor and theme reflect a modern yet classy elegance with artwork featuring some of the most influential Black innovators. Heritage customers can choose from traditional coffee, single origin, spiked coffee, craft latte's, custom cocktails and**

southern style food and desserts.

Project Description: **Signage**

GRANT PROPERTY:

Address: **1415 N. Cockrell Hill Desoto, TX 75115 #500**

Amount Requested: 10000	Project Cost: 285000
# of Full-Time Employees: 3	# of Part-Time Employees: 12
Date Established in DeSoto: 2021-05-24	Property Owned or Leased?: Leased

If Leased:

Lessor Name: **Kelvin Hoang**

Lessor Address: **1415 N. Cockrell Hill Desoto, TX 75115 #500**

Lessor Phone: 2146504559	Lease Term: 5 years
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AFFIRMATION OF APPLICANT(S):

Affirmation?: **Consented: By checking this box and submitting this form, I affirm the above.**

Applicant 1 Name: Tara McDaniel	Dated: 2021-05-18
Applicant 2 Name:	Dated:

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