



**AGENDA**  
**SUNNYVALE 4A DEVELOPMENT CORPORATION**  
**BOARD OF DIRECTORS**  
**WEDNESDAY, NOVEMBER 9, 2016**  
**TOWN HALL – 127 N. COLLINS RD.**  
**6:00 P.M.**

**CALL MEETING TO ORDER**

President calls meeting to order, state the date and time. State Members present and declare a quorum present.

**PUBLIC FORUM**

Citizens may speak on any matter other than personnel matter or matters under litigation. No actions or discussion will be taken until such matter is placed on the agenda and posted in accordance with law. Please observe the time limit of three (3) minutes.

**DISCUSSION / ACTION ITEMS**

- 1. DISCUSS AND CONSIDER REGULAR MEETING MINUTES FROM OCTOBER 2016.**
- 2. DISCUSS AND CONSIDER THE SEPTEMBER UPDATED AND OCTOBER 2016 FINANCIAL REPORT, AND RELATED FINANCIAL ITEMS.**
- 3. DISCUSS AND CONSIDER THE IMPLEMENTATION OF XCELIGENT TO THE ECONOMIC DEVELOPMENT WEBSITE.**
- 4. DISCUSS BUSINESS UPDATES.**

**EXECUTIVE SESSION**

Recess into executive session pursuant to Chapter 551, Subchapter D of the Texas Government Code:

**EXECUTIVE SESSION AGENDA:**

**A. SECTION 551.072. DELIBERATIONS ABOUT REAL PROPERTY**

To deliberate the purchase, exchange, lease, or value of real property if deliberation in an open meeting would have a detrimental effect on the position of the governmental body in negotiations with a third person.

**PROPERTY LOCATED AT OR ABOUT U.S. HWY 80 & COLLINS ROAD**

**LAKE RAY HUBBARD RAIL SPUR**

**B. SECTION 551.087 – ECONOMIC DEVELOPMENT**

To deliberate the offer of a financial or other incentive to a business prospect.

**PROSPECT AT OR ABOUT U.S. HWY 80 & WATHA DRIVE**

**END OF EXECUTIVE SESSION**

Reconvene into open session and take any action necessary as a result of the Executive Session.

**5. DISCUSS FUTURE AGENDA ITEMS AND EVENTS**

**ADJOURN**

ALL LOCATIONS IDENTIFIED ARE IN THE TOWN OF SUNNYVALE UNLESS OTHERWISE INDICATED. FOR A DETAILED PROPERTY DESCRIPTION, PLEASE CONTACT THE BUILDING OFFICIAL AT TOWN HALL. PLEASE SILENCE ALL CELLULAR PHONES OR OTHER ELECTRONIC DEVICES WHILE IN ATTENDANCE AT THIS MEETING.

THE SUNNYVALE 4A DEVELOPMENT CORPORATION RESERVES THE RIGHT TO ADJOURN INTO EXECUTIVE SESSION AT ANY TIME DURING THE COURSE OF THIS MEETING TO DISCUSS ANY OF THE MATTERS LISTED ABOVE, AS AUTHORIZED BY TEXAS GOVERNMENT CODE SECTION 551.071 (CONSULTATION WITH ATTORNEY), 551.072 (DELIBERATION ABOUT REAL PROPERTY), 551.073 (DELIBERATIONS ABOUT GIFTS AND DONATIONS), 551.074 (PERSONNEL MATTERS), 551.076 (DELIBERATIONS ABOUT SECURITY DEVICES), AND 551.086 (ECONOMIC DEVELOPMENT).

THE TOWN OF SUNNYVALE IS COMMITTED TO COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT (ADA). REASONABLE ACCOMMODATIONS AND EQUAL ACCESS TO COMMUNICATIONS WILL BE PROVIDED TO THOSE WHO PROVIDE NOTICE TO THE DIRECTOR OF COMMUNITY SERVICES AT 972-226-7177 AT LEAST 48 HOURS PRIOR TO THE MEETING.

THE FOREGOING NOTICE WAS POSTED IN THE FOLLOWING LOCATIONS:

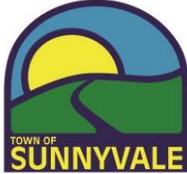
SUNNYVALE ISD 417 E. TRIPP ROAD  
SUNNYVALE LIBRARY AT 402 TOWER PLACE

**I HEREBY CERTIFY THAT THE FOREGOING NOTICE WAS POSTED ON FRIDAY, NOVEMBER 4, 2016, IN THE FOLLOWING LOCATION AND REMAINED SO POSTED CONTINUOUSLY FOR AT LEAST 72 HOURS PRECEDING THE SCHEDULED TIME OF SAID MEETING:**

**TOWN HALL AT 127 N. COLLINS ROAD**

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**LESLIE BLACK, TOWN SECRETARY**



**MINUTES  
SUNNYVALE 4A DEVELOPMENT CORPORATION  
REGULAR MEETING  
WEDNESDAY, OCTOBER 12, 2016  
6:00 P.M.**

**PRESIDENT  
VICE PRESIDENT  
SECRETARY  
MEMBER  
MEMBER**

**TERRI SHATTER  
FRANKLIN WEEKS  
TJ TRECEK  
ROSS MIRACLE  
K. PAUL CASH**

**CALL MEETING TO ORDER**

President Shatter called the meeting to order at 6:05 P.M. New Member Ross Miracle joined the meeting.

**PUBLIC FORUM**

Citizens may speak on any matter other than personnel matter or matters under litigation. No actions or discussion will be taken until such matter is placed on the agenda and posted in accordance with law. Please observe the time limit of three (3) minutes.

**DISCUSSION /ACTION ITEMS**

**1. DISCUSS AND CONSIDER REGULAR MEETING MINUTES FROM AUGUST 2016**

Secretary Trecek made a motion, seconded, by Vice President Weeks to accept the previous minutes. President Shatter called for a vote, and with all members voting affirmative, the motion passed unanimously.

**2. DISCUSS AND CONSIDER THE AUGUST & SEPTEMBER 2016 FINANCIAL REPORTS, AND RELATED FINANCIAL ITEMS**

The financial reporting for August & September 2016 were presented for discussion and consideration by Phyllis Moore, Finance Assistant. Members reviewed the financials for the 4A Development Corporation and had no further discussion

Member Cash made a motion, seconded by Secretary Weeks, to approve the financial reports as presented. President Shatter called for a vote and with all members voting affirmative, the motion passed unanimously.

**3. DISCUSS AND CONSIDER THE UPCOMING CHAMBER OF COMMERCE BUSINESS EXPO ON NOVEMBER 7, 2016**

Interim Economic Development Director, Cheri Dolan reviewed the upcoming Business Expo and the participation by Economic Development to sponsor. The event will be held at the ISD Cafetorium on Monday, November 7<sup>th</sup> from 5-8 p.m. Admission is free. No further action was necessary

**4. DISCUSS AND CONSIDER THE NEEW ECONOMIC DEVELOPMENT WEBSITE**

Interim Economic Development Director, Cheri Dolan reviewed with the Board the basic features and layout of the new EDC website. Board members were asked to give any comments or feedback.

**5. DISCUSS AND CONSIDER REPLACING COSTAR CONTRACT TO XCELIGENT FOR WEBSITE LINK**

Interim Economic Development Director, Cheri Dolan reviewed the financial and service capabilities for Costar & Xceligent. The recommendation by staff was to change from the Costar contract when it expires to Xceligent & link the product as a resource tool to the new EDC website.

Vice President Weeks made a motion to approve the change, seconded by Member Miracle. President Shatter called for a vote and will all members voting affirmative, the motion passed unanimously.

**6. DISCUSS BUSINESS UPTATES**

Interim Economic Development Director, Cheri Dolan presented an overview of “The Barn at Long Creek” a wedding venue by Angela Navarro. This project will bring a destination wedding facility to the Sunnyvale community. It is planned for a 2017 opening and will be able to facilitate 200-300 guests for weddings, anniversaries, banquets and other gathering needs. It will have a full kitchen and food preparation capabilities to support any size event.

**EXECUTIVE SESSION**

Recess into Executive Session pursuant to Chapter 551, Subchapter D of the Texas Government Code:

**EXECUTIVE SESSION AGENDA:**

**A. SECTION 551.072. DELIBERATIONS ABOUT REAL PROPERTY**

A GOVERNMENTAL BODY MAY CONDUCT A CLOSED MEETING TO DELIBERATE THE PURCHASE, EXCHANGE, LEASE, OR VALUE OF REAL PROPERTY IF DELIBERATION IN AN OPEN MEETING WOULD HAVE A DETRIMENTAL EFFECT ON THE POSITION OF THE GOVERNMENTAL BODY IN NEGOTIATIONS WITH A THIRD PERSON.

**PROPERTY LOCATED AT OR ABOUT U.S. HWY 80 & COLLINS ROAD**

**B. SECTION 551.087 – ECONOMIC DEVELOPMENT**

TO DELIBERATE THE OFFER OF A FINANCIAL OR OTHER INCENTIVE TO A BUSINESS PROSPECT

**PROSPECTS AT OR ABOUT U.S. HWY 80 & COLLINS ROAD**

President Shatter recessed the 4A Economic Development Corporation into Executive Session at 6:50 P.M.

### **END OF EXECUTIVE SESSION**

Reconvene into open session and take any action necessary as a result of the Executive Session at 6:17 P.M. No action was taken.

### **7. DISCUSS FUTURE AGENDA ITEMS AND EVENTS**

The Board asked that at our next session, we open discussion on Jobson Park, Sunnyvale Centre (asking Mike Anderson to attend) & the status on the Industrial Waterline project

### **ADJOURN**

President Shatter adjourned the meeting at 7:17 P.M.

*The undersigned presiding officer certifies that this is a true and correct record of the proceedings.*

\_\_\_\_\_  
President Terri Shatter

Attest:

\_\_\_\_\_  
Randall Heye  
Economic Development Director

*4A Economic Development Corporation  
Financial Statement  
September 30, 2016 (Updated)  
And October 31, 2016*

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## Town of Sunnyvale 4A Monthly Finance Report

### September 30, 2016 (Updated 10/31/16)

**Fund Balance:**

**Unassigned Fund Balance:**

09/30/2015	Unassigned Fund Balance	\$ 1,089,056.18	Audited
09/30/2016	Net Revenues/Expenses	\$ (503,078.72)	
09/30/2016	Unassigned Fund Balance	\$ 585,977.46	Unaudited

**Assigned Industrial Park Fund Balance:**

09/30/2015	Unassigned Fund Balance	\$ 1,018,164.63	Audited
09/30/2016	Net Revenues/Expenses	\$ (963,124.00)	
09/30/2016	Unassigned Fund Balance	\$ 55,040.63	Unaudited

**Differences (Unassigned Fund Balance-previous report on 10/12/16):**

**Net Revenue/Expenses Difference:**

Updated Net Revenues/Expenses (10/31/16)	\$ (503,078.72)
Previous Reported Net Revenues/Expenses (10/12/16)	<u>\$ (505,941.49)</u>
Difference	\$ 2,862.77

**Revenues:**

August 2016 Sales Tax Receipts (Actual)	\$ 28,513.17
Reverse One Month Sales Tax Accrual	<u>\$ (25,000.00)</u>
Difference	\$ 3,513.17

**Expenses:**

National Data Center Conference Registration	\$ (295.00)
Urban Land Institute-membership	\$ (305.00)
Sunnyvale Chamber luncheon	\$ (30.00)
GFC - Chamber committee lunch	<u>\$ (20.40)</u>
Difference	\$ (650.40)

Net Difference (Revenues/Expenses)	\$ 2,862.77
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91 -4A SALES TAX CORPORATION

ACCOUNT #	ACCOUNT DESCRIPTION	BALANCE	
<b>ASSETS</b>			
=====			
91-1112 4A - COMPASS BANK ACCOUNT		813,154.60	
91-1441 SALES TAX ACCRUAL		53,513.17	
			866,667.77
TOTAL ASSETS			866,667.77
			=====
<b>LIABILITIES</b>			
=====			
91-2110 TRADE PAYABLES		225,649.68	
TOTAL LIABILITIES			225,649.68
<b>EQUITY</b>			
=====			
91-3117 UNRESERVED FUND BALANCE		1,089,056.18	
91-4407 ASSIGNED INDUSTRIAL PARK		55,040.63	
TOTAL BEGINNING EQUITY		1,144,096.81	
TOTAL REVENUE		1,295,786.48	
TOTAL EXPENSES		1,798,865.20	
TOTAL REVENUE OVER/(UNDER) EXPENSES	( 503,078.72)		
TOTAL EQUITY & REV. OVER/(UNDER) EXP.			641,018.09
TOTAL LIABILITIES, EQUITY & REV.OVER/(UNDER) EXP.			866,667.77
			=====

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: SEPTEMBER 30TH, 2016

91 -4A SALES TAX CORPORATION  
 FINANCIAL SUMMARY

100.00% OF FISCAL YEAR

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<b>REVENUE SUMMARY</b>					
5100-TAXES	300,000.00	31,065.63	330,389.15	110.13 (	30,389.15)
5300-PERMITS, FEES & FINE	0.00	963,124.00	963,124.00	0.00 (	963,124.00)
5500-OTHER REVENUES	1,209.00	98.40	2,273.33	188.03 (	1,064.33)
<b>TOTAL REVENUES</b>	<b>301,209.00</b>	<b>994,288.03</b>	<b>1,295,786.48</b>	<b>430.20 (</b>	<b>994,577.48)</b>
<b>EXPENDITURE SUMMARY</b>					
91-4A SALES TAX CORPORATI	2,000,799.00	232,861.89	1,798,865.20	89.91	201,933.80
<b>TOTAL EXPENDITURES</b>	<b>2,000,799.00</b>	<b>232,861.89</b>	<b>1,798,865.20</b>	<b>89.91</b>	<b>201,933.80</b>
<b>REVENUES OVER/(UNDER) EXPENDITURES</b>	<b>( 1,699,590.00)</b>	<b>761,426.14</b>	<b>( 503,078.72)</b>		<b>( 1,196,511.28)</b>

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: SEPTEMBER 30TH, 2016

91 -4A SALES TAX CORPORATION

100.00% OF FISCAL YEAR

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<hr/>					
5100-TAXES					
91-5140 SALES TAX RECEIPTS	300,000.00	31,065.63	330,389.15	110.13 (	30,389.15)
TOTAL 5100-TAXES	300,000.00	31,065.63	330,389.15	110.13 (	30,389.15)
5300-PERMITS, FEES & FINE					
91-5399 TRANSFER IN ASSIGNED FUND BAL	0.00	963,124.00	963,124.00	0.00 (	963,124.00)
TOTAL 5300-PERMITS, FEES & FINE	0.00	963,124.00	963,124.00	0.00 (	963,124.00)
5500-OTHER REVENUES					
91-5510 INTEREST EARNED	1,209.00	98.40	2,273.33	188.03 (	1,064.33)
TOTAL 5500-OTHER REVENUES	1,209.00	98.40	2,273.33	188.03 (	1,064.33)
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TOTAL REVENUES	301,209.00	994,288.03	1,295,786.48	430.20 (	994,577.48)
	=====	=====	=====	=====	=====

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: SEPTEMBER 30TH, 2016

91 -4A SALES TAX CORPORATION  
 91-4A SALES TAX CORPORATI

100.00% OF FISCAL YEAR

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<b>LABOR AND BENEFITS</b>					
91-691-6000 WAGES & SALARIES	52,039.00	4,428.66	50,390.78	96.83	1,648.22
91-691-6001 OVERTIME	130.00	0.00	128.87	99.13	1.13
91-691-6002 TMRS	6,787.00	546.93	6,522.80	96.11	264.20
91-691-6003 BUY BACK	1,915.00	0.00	1,646.97	86.00	268.03
91-691-6004 PAYROLL TAXES	4,041.00	318.46	3,726.38	92.21	314.62
91-691-6005 EMPLOYEE INSURANCE	5,563.00	395.54	4,671.04	83.97	891.96
TOTAL LABOR AND BENEFITS	70,475.00	5,689.59	67,086.84	95.19	3,388.16
<b>SUPPLIES AND MATERIALS</b>					
91-691-6113 ADMINSTRATIVE SERVICES	12,000.00	0.00	12,000.00	100.00	0.00
TOTAL SUPPLIES AND MATERIALS	12,000.00	0.00	12,000.00	100.00	0.00
<b>CONTRACTUAL SERVICES</b>					
<b>TRAINING/DUES/SUBSCRIPT</b>					
91-691-6512 GENERAL OFFICE SUPPLIES	500.00	0.00	355.06	71.01	144.94
TOTAL TRAINING/DUES/SUBSCRIPT	500.00	0.00	355.06	71.01	144.94
<b>CAPITAL OUTLAYS &amp; PROJEC</b>					
91-691-6718 SUNNVALE INDUSTRIAL PARK	1,018,165.00	224,999.28	963,124.00	94.59	55,041.00
91-691-6751 LEGAL SERVICES	5,000.00	0.00	0.00	0.00	5,000.00
91-691-6752 BROCHURE/PUBLICATIONS	10,000.00	0.00	531.67	5.32	9,468.33
91-691-6753 WEBSITE MAINTENANCE	20,000.00	0.00	10,657.45	53.29	9,342.55
91-691-6755 BOND BRIDGE PAYMENTS	45,909.00	0.00	45,908.76	100.00	0.24
91-691-6820 DUES AND MEMBERSHIPS	7,500.00	930.03	6,912.36	92.16	587.64
91-691-6830 OUTSIDE TRAINING EXPENSE	5,000.00	147.50	913.35	18.27	4,086.65
91-691-6831 LOCAL BUSINESS EDC LUNCHEON	750.00	0.00	675.00	90.00	75.00
91-691-6890 OTHER MISCELLANEOUS EXPENSE	2,000.00	0.00	293.80	14.69	1,706.20
91-691-6912 TRAVEL/PROSPECTING	10,000.00	1,045.09	3,140.22	31.40	6,859.78
TOTAL CAPITAL OUTLAYS & PROJEC	1,124,324.00	227,121.90	1,032,156.61	91.80	92,167.39
<b>MARKETING &amp; INCENTIVES</b>					
91-691-9423 MARKETING	5,000.00	0.00	0.00	0.00	5,000.00
91-691-9424 INCENTIVES	100,000.00	0.00	0.00	0.00	100,000.00
91-691-9425 SUNNYVALE CHAMBER SUPPORT/MEMB	1,000.00	50.40	897.44	89.74	102.56
TOTAL MARKETING & INCENTIVES	106,000.00	50.40	897.44	0.85	105,102.56
<b>CAPITAL-PARK/REC IMPROVEM</b>					
91-691-9729 TRANSFER OUT - LAND	687,500.00	0.00	686,369.25	99.84	1,130.75
TOTAL CAPITAL-PARK/REC IMPROVEM	687,500.00	0.00	686,369.25	99.84	1,130.75
<b>TOTAL 91-4A SALES TAX CORPORATI</b>	<b>2,000,799.00</b>	<b>232,861.89</b>	<b>1,798,865.20</b>	<b>89.91</b>	<b>201,933.80</b>
<b>TOTAL EXPENDITURES</b>	<b>2,000,799.00</b>	<b>232,861.89</b>	<b>1,798,865.20</b>	<b>89.91</b>	<b>201,933.80</b>
<b>REVENUES OVER/(UNDER) EXPENDITURES</b>	<b>( 1,699,590.00)</b>	<b>761,426.14</b>	<b>( 503,078.72)</b>		<b>( 1,196,511.28)</b>



## Town of Sunnyvale 4A Monthly Finance Report

October 31, 2016 (Unaudited)

**Budget:** Net Revenues/Expenses: Budget = \$ 97,291 Actual = \$ 20,769

**Highlights:**

Revenues:	MTD = \$ 26,692.40	YTD = \$ 26,692.40
Expenses:	MTD = \$ <u>5,923.12</u>	YTD = \$ <u>5,923.12</u>
Net:	MTD = \$ 20,769.28	YTD = \$ 20,769.28

Revenues: Sales tax recorded YTD is \$26,562.50 (one-month accrual). Interest earned YTD is \$129.90.

Expenses: The YTD expenses total \$5,923.12. The MTD expenses include routine payroll, CoStar payment, Sunnyvale Chamber of Commerce (Business Expo Title Sponsor), and misc office supplies.

**Fund Balance (Unaudited):**

09/30/16 Unassigned Fund Balance	\$ 585,977.46
09/30/16 Assigned Industrial Park Fund Balance	\$ 55,040.63 \$ 641,018.09
10/31/16 Net Revenues/Expenses	\$ 20,769.28
10/31/16 Unassigned Fund Balance	\$ 606,746.74
10/31/16 Assigned Industrial Park Fund Balance	\$ 55,040.63 \$ 661,787.37

91 -4A SALES TAX CORPORATION

ACCOUNT #	ACCOUNT DESCRIPTION	BALANCE	
<u>ASSETS</u>			
=====			
91-1112 4A - COMPASS BANK ACCOUNT		614,584.18	
91-1441 SALES TAX ACCRUAL		51,562.50	
			666,146.68
TOTAL ASSETS			666,146.68
			=====
<u>LIABILITIES</u>			
=====			
91-2181 DUE TO GENERAL FUND		4,359.31	
TOTAL LIABILITIES			4,359.31
<u>EQUITY</u>			
=====			
91-3117 UNRESERVED FUND BALANCE		1,089,056.18	
91-4407 ASSIGNED INDUSTRIAL PARK		55,040.63	
TOTAL BEGINNING EQUITY		1,144,096.81	
TOTAL REVENUE		26,692.40	
TOTAL EXPENSES		5,923.12	
TOTAL REVENUE OVER/(UNDER) EXPENSES		20,769.28	
(WILL CLOSE TO FUND BAL.)	(	503,078.72)	
TOTAL EQUITY & REV. OVER/(UNDER) EXP.			661,787.37
TOTAL LIABILITIES, EQUITY & REV.OVER/(UNDER) EXP.			666,146.68
			=====

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: OCTOBER 31ST, 2016

91 -4A SALES TAX CORPORATION  
 FINANCIAL SUMMARY

08.33% OF FISCAL YEAR

	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
REVENUE SUMMARY					
5100-TAXES	428,750.00	26,562.50	26,562.50	6.20	402,187.50
5500-OTHER REVENUES	400.00	129.90	129.90	32.48	270.10
TOTAL REVENUES	429,150.00	26,692.40	26,692.40	6.22	402,457.60
EXPENDITURE SUMMARY					
91-4A SALES TAX CORPORATI	331,858.92	5,923.12	5,923.12	1.78	325,935.80
TOTAL EXPENDITURES	331,858.92	5,923.12	5,923.12	1.78	325,935.80
REVENUES OVER/(UNDER) EXPENDITURES	97,291.08	20,769.28	20,769.28		76,521.80

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: OCTOBER 31ST, 2016

91 -4A SALES TAX CORPORATION

08.33% OF FISCAL YEAR

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
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5100-TAXES					
91-5111 INTERGOVERNMENTAL TRANSFER IN	110,000.00	0.00	0.00	0.00	110,000.00
91-5140 SALES TAX RECEIPTS	318,750.00	26,562.50	26,562.50	8.33	292,187.50
TOTAL 5100-TAXES	428,750.00	26,562.50	26,562.50	6.20	402,187.50
<hr/>					
5300-PERMITS, FEES & FINE					
<hr/>					
5500-OTHER REVENUES					
91-5510 INTEREST EARNED	400.00	129.90	129.90	32.48	270.10
TOTAL 5500-OTHER REVENUES	400.00	129.90	129.90	32.48	270.10
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TOTAL REVENUES	429,150.00	26,692.40	26,692.40	6.22	402,457.60
	=====	=====	=====	=====	=====

TOWN OF SUNNYVALE  
 REVENUE & EXPENSE REPORT (UNAUDITED)  
 AS OF: OCTOBER 31ST, 2016

91 -4A SALES TAX CORPORATION  
 91-4A SALES TAX CORPORATI

08.33% OF FISCAL YEAR

DEPARTMENTAL EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR TO DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<b>LABOR AND BENEFITS</b>					
91-691-6000 WAGES & SALARIES	61,669.17	3,160.99	3,160.99	5.13	58,508.18
91-691-6002 TMRS	7,803.10	390.38	390.38	5.00	7,412.72
91-691-6003 BUY BACK	2,500.00	0.00	0.00	0.00	2,500.00
91-691-6004 PAYROLL TAXES	4,908.65	231.24	231.24	4.71	4,677.41
91-691-6005 EMPLOYEE INSURANCE	6,300.00	576.70	576.70	9.15	5,723.30
TOTAL LABOR AND BENEFITS	83,180.92	4,359.31	4,359.31	5.24	78,821.61
<b>SUPPLIES AND MATERIALS</b>					
91-691-6113 ADMINSTRATIVE SERVICES	12,000.00	0.00	0.00	0.00	12,000.00
TOTAL SUPPLIES AND MATERIALS	12,000.00	0.00	0.00	0.00	12,000.00
<b>CONTRACTUAL SERVICES</b>					
<b>TRAINING/DUES/SUBSCRIPT</b>					
91-691-6512 GENERAL OFFICE SUPPLIES	500.00	35.48	35.48	7.10	464.52
TOTAL TRAINING/DUES/SUBSCRIPT	500.00	35.48	35.48	7.10	464.52
<b>CAPITAL OUTLAYS &amp; PROJEC</b>					
91-691-6714 PROJECT COSTS-HWY 80 & COLLINS	75,000.00	0.00	0.00	0.00	75,000.00
91-691-6751 LEGAL SERVICES	5,000.00	0.00	0.00	0.00	5,000.00
91-691-6752 BROCHURE/PUBLICATIONS	10,000.00	0.00	0.00	0.00	10,000.00
91-691-6753 WEBSITE MAINTENANCE	15,000.00	0.00	0.00	0.00	15,000.00
91-691-6755 BOND BRIDGE PAYMENTS	49,928.00	0.00	0.00	0.00	49,928.00
91-691-6820 DUES AND MEMBERSHIPS	5,000.00	475.03	475.03	9.50	4,524.97
91-691-6830 OUTSIDE TRAINING EXPENSE	2,500.00	0.00	0.00	0.00	2,500.00
91-691-6831 LOCAL BUSINESS EDC LUNCHEON	750.00	0.00	0.00	0.00	750.00
91-691-6890 OTHER MISCELLANEOUS EXPENSE	2,000.00	0.00	0.00	0.00	2,000.00
91-691-6912 TRAVEL/PROSPECTING	10,000.00	53.30	53.30	0.53	9,946.70
TOTAL CAPITAL OUTLAYS & PROJEC	175,178.00	528.33	528.33	0.30	174,649.67
<b>MARKETING &amp; INCENTIVES</b>					
91-691-9423 MARKETING	10,000.00	0.00	0.00	0.00	10,000.00
91-691-9424 INCENTIVES	50,000.00	0.00	0.00	0.00	50,000.00
91-691-9425 SUNNYVALE CHAMBER SUPPORT/MEMB	1,000.00	1,000.00	1,000.00	100.00	0.00
TOTAL MARKETING & INCENTIVES	61,000.00	1,000.00	1,000.00	1.64	60,000.00
<b>CAPITAL-PARK/REC IMPROVEM</b>					
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TOTAL 91-4A SALES TAX CORPORATI	331,858.92	5,923.12	5,923.12	1.78	325,935.80
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TOTAL EXPENDITURES	331,858.92	5,923.12	5,923.12	1.78	325,935.80
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REVENUES OVER/(UNDER) EXPENDITURES	97,291.08	20,769.28	20,769.28		76,521.80



# Town of Sunnyvale

Item: Economic Development Xceligent

November 9, 2016

Prepared By: Cheri Dolan, Economic Development

Consent     Public Hearing     Discussion     Action

**Summary:**

**XCELIGENT INITIATION AND CONTRACT IMPLEMENTATION**

**Background**

The Economic Development has initiated the contract for \$400 monthly with Xceligent to replace Costar in June 2017. The yearly fee contract will begin on July 1, 2017 and continue for twelve (12) consecutive months.

The reference use material is now available on the EDC Website.

**Staff Recommendation**

Staff recommends the Board receive the presentation and provide feedback.