

Forney Economic Development Corporation

Incentives Policy & Application

The Forney Economic Development Corporation (FEDC) works to attract new business, grow existing business and diversify and expand the City of Forney's sales and property tax bases. The FEDC is committed to recruiting high quality development, complementary businesses and employment opportunities that enhance the quality of life for residents. **The FEDC does not incentivize residential development and does not provide incentives in the form of "venture capital."** Applicants will be vetted on a case-by-case basis. The FEDC Board will use the following criteria as a guide when considering an offer of financial incentives to a business prospect.

Key Considerations for Economic Incentives

- ✓ The business would not locate in Forney, TX otherwise if incentives were not provided
- ✓ Creation of primary jobs, with preference for jobs that meet or exceed Kaufman County's median wage
- ✓ High capital investment
- ✓ Significant impact to local sales tax, property tax, hotel occupancy tax and/or utility revenue
- ✓ Projects requiring significant infrastructure improvements/upgrades
- ✓ Within the range of target industries for the FEDC
- ✓ The business has a majority of their investment capital secured
- ✓ Unique and/or "destination" businesses that enhances the City's character, tourism and quality of place
- ✓ Demonstrated need of market demand for the type of business
- ✓ Market saturation of existing businesses providing similar products/services

Incentives Application Process

- Contact the FEDC Office for an application, or obtain one on the website, www.forneytexasedc.org
- Fill out the application and return it to FEDC staff one week prior to the monthly FEDC board meeting (meetings held the second Thursday of each month at 6:30 p.m. at Forney City Hall)
- FEDC staff will review to ensure compliance prior to taking it to the FEDC Board of Directors
- If applicable, attend the FEDC Board meeting to answer any questions regarding your application
- Depending on the project and amount of incentives, the FEDC and City of Forney may need to hold a public hearing prior to expending incentives to a prospect. This process takes approximately 60 days.
- The City Attorney will draft a performance agreement including the company's capital investment and job creation numbers
- Incentives will be expended based upon terms of the performance agreement



ECONOMIC
DEVELOPMENT

APPLICATION FOR INCENTIVES

BUSINESS INFORMATION

Date of Application: _____

Name of Business or Project Name: _____

Type of Business/Development: Commercial Industrial Office Retail/Dining/Entertainment

Business or Site Consultant Address: _____

Business or Site Consultant Phone: _____

Primary Contact: _____

Contact's Email: _____

Business/Project Description: _____

Proposed Address/Location of Project: _____

Type of Project: Expansion Location/Relocation

If relocating, what is the address of your current location(s)? _____

NAICS Code(s): _____

INCENTIVE REQUEST

What is your total local incentive request (in dollars)? _____

How would you like to receive your incentive? Front End Back End

What type of incentive(s) are you seeking?

Cash Grant Loan Sales Tax Reimbursement Tax Break* Other: _____

The Forney Economic Development Corporation is a Type B Economic Development Corporation and operates under the Texas Economic Development Act. The Forney EDC collects a dedicated ½ cent local sales tax for the purpose of commercial development and job creation/retention.

*Denotes incentive based upon approval by the City and/or County governing bodies

INVESTMENT

What is your total anticipated capital investment? \$ _____

Land	Building Lease/Construction	Equipment/Inventory
\$	\$	\$

Do any of your inventories qualify for Freeport exemption? _____

If so, what is the estimated value (in dollars)? _____

TAXES

Does your business remit sales tax? Yes No

If so, what is your projected local sales tax generation? (2% local sales tax rate – 1.5% City/0.5% EDC)

EMPLOYMENT

How many new full-time employees will you hire? (Defined as 35 hours per week or more)

How many new part-time employees will you hire? (Defined as less than 35 hours per week)

Will you be relocating employees to this facility? Yes No

If so, how many? _____

What is the average combined wage for new employees at this facility?

How many positions will pay a salary at or above \$39,172* (not including benefits)?

*Reflects Kaufman County median wage (Source: EMSI Report 2017, Kaufman County)

FINANCES

What is your company's total revenue? _____

Has your business filed for bankruptcy in the last 15 years? Yes No

If so, explain: _____

Has your company received any government incentives/tax breaks in the last 15 years? Yes No

If so, when and how much? _____

Have you pursued other financing options for this project? Yes No

If so, what type of financing have you pursued/secured?

Type: _____

Amount: _____

Type: _____

Amount: _____

Type: _____

Amount: _____

Total Financing Secured: _____

REAL ESTATE

How many square feet do you plan to occupy/build? _____

If constructing, how many acres do you plan to purchase? _____

If leasing, what is the lease rate and how long is the term? (If purchasing, skip this question)

What is your projected property value? (If leasing, skip this question)

IMPACT

Will out-of-town trucks load/unload at the prospective site? Yes No

If yes, how many weekly? _____

How much potable water will your operation consume (gallons per day)? _____

How much sewer usage will your operation discharge (gallons per day)? _____

How much electric demand will your operation need (specify kW/MW)? _____

How much natural gas demand will your operation need (specify ccf/Mcf)? _____

Is on-site rail service needed? Yes No

If so, how many rail cars per week do you anticipate? _____

INFRASTRUCTURE

Will infrastructure extensions/improvements need to be made? (Roads, utility lines, etc.) Yes No

If so, what type? _____

Estimated cost of improvements

Roads	Water	Sewer	Electric	Natural Gas	Telecom
\$	\$	\$	\$	\$	\$

REFERENCES

Name, Address, Phone # & Email

Banker: _____

Accountant: _____

Attorney: _____

I, _____ certify the above information is true and understand the Forney Economic Development Corporation Board may require submission of other documents as part of this application, including, but not limited to: business balance sheet, financial statements, business plan or any other documentation the Board deems necessary.

Signature: _____

Printed Name: _____

Date: _____

****CONFIDENTIAL****

This document is confidential information, protected by Chapter 551.087 of the Texas Government Code (business prospect negotiations). This application will be kept confidential until an agreement between the Forney Economic Development Corporation and the prospect is signed by both parties.

Forney Economic Development Corporation

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