



FORNEY ECONOMIC DEVELOPMENT CORPORATION ENTREPRENEUR EMPOWERMENT INCENTIVE

Forney Economic Development Corporation (FEDC), a Type B economic development corporation, will consider assisting qualifying companies with small business, entrepreneurial development within the City of Forney, consistent with state law provisions addressing Type B economic development corporations.

Criteria:

- Locate in a commercially zoned area within the City of Forney;
- Must be a legal business entity;
- Must have no more than twenty (20) employees and no more than \$1,000,000 projected annual sales;
- Complete the FEDC Incentive Application;
- Submit a business development plan which supports sound business practices with the incentive application;
- Submit a marketing plan which exhibits strategy for business development with the incentive application;
- Make a presentation to the FEDC Board of Directors;
- Attend a Forney Chamber of Commerce meeting or the FEDC Business Networking upon business opening;
- Submit a CPA prepared annual Profit-Loss and Balance Sheet report to the FEDC prior to release of first and second annual anniversary incentive grant;
- Must create at least three (3) jobs by the second year to receive final year funds; and
- Attend a small business course, seminar, or other training program.

Initial incentive:

- Up to \$10,000 upon certificate of occupancy/opening day
- Up to \$10,000 at first year anniversary
- Up to \$10,000 at second year anniversary – Must show documentation for 3+ staff members

This is a competitive grant program. Applications will be taken quarterly. There are limited grants available in each fiscal year.

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

- ✓ If incentives were not provided, the business would not otherwise locate in Forney, Texas
- ✓ Creation of jobs, with preference for jobs that meet or exceed Kaufman County's median wage
- ✓ Capital investment
- ✓ Significant impact to local sales tax, property tax, hotel occupancy tax and/or utility revenue
- ✓ Projects requiring 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

- A call for projects will be initiated quarterly via the website and social media.
- 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 by the stated deadline at the FEDC Business Center, 210 S. Bois D'Arc Street, Forney, TX 75126.
- FEDC staff will review to ensure compliance prior to taking it to the FEDC Board of Directors
- Attend the FEDC Board meeting to make a brief presentation and to answer any questions regarding your application.
- The FEDC and City of Forney may need to hold a public hearing prior to expending incentives to a prospect. This process may take approximately 60 days.
- The City Attorney's Office 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.



APPLICATION FOR INCENTIVES
CONFIDENTIAL

BUSINESS INFORMATION

Date of Application: _____

Name of Business or Project Name: _____

Tax ID Number: _____

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

Business or Site Consultant Address: _____

Business or Site Consultant Phone: _____

Primary Contact: _____

Title of the 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)? _____

What type of incentive(s) are you seeking?

Grant Loan Sales Tax Reimbursement Tax Abatement* Other: _____

Note: The Forney EDC does not provide incentives in the form of “venture capital”

The Forney Economic Development Corporation is a Type B Economic Development Corporation and operates under the Texas Development Corporation 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 \$51,927* (not including benefits)?

*Reflects Kaufman County median wage (Source: 2022 Bureau of Labor Statistics.)

FINANCES

What is your company's total revenue? _____

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

If so, explain: _____

Are you currently delinquent on taxes or have you been delinquent in the last 3 years? Yes No

If so, explain: _____

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

If so, when and how much? (*Please provide supporting documentation) _____

Has your business ever defaulted on a loan, lease and/or performance agreement? Yes No

If so, explain: _____

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

If so, what type of financing have you pursued/secured? *Please provide a bank commitment letter if a loan has been secured. Also, please list other financing sources (i.e., self, angel investor, etc.).

Type: _____

Amount: _____

Type: _____

Amount: _____

Type: _____

Amount: _____

Total Financing Secured (*REQUIRED FIELD): _____

REAL ESTATE

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

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

If leasing, how long is the term? (If purchasing, skip this question)

Have you already purchased the property or executed a lease agreement? Yes No

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

IMPACT

This section only applies to industrial applicants

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 wastewater 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? _____

Total Impact Fees	Total Permit Fees
\$	\$

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	Fire Suppression/ Safety Improvements	Paving/Parking
\$	\$	\$	\$

Grand Total of Improvement Costs:

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 acted upon by the FEDC Board in Open Session, is approved by the Forney City Council, and/or an agreement between the Forney Economic Development Corporation and the prospect is signed by both parties.

**Forney Economic Development
Corporation 101 E. Main St.**

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