



## **NEW BUSINESS ENTREPRENEUR INCENTIVE**

### **FORNEY ECONOMIC DEVELOPMENT CORPORATION**

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.



## **NEW BUSINESS ENTREPRENEUR INCENTIVE**

### **FORNEY ECONOMIC DEVELOPMENT CORPORATION**

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

#### **I. Incentive Application Process**

1. Contact FEDC Staff to discuss the project and determine eligibility. Review attached Forney Economic Development Incentive Process.



2. Complete and submit a new vendor form to the City of Forney Purchasing Department. The completed vendor form includes a W-9 and a Conflict of Interest Questionnaire (CIQ). Send the documentation to [purchasing@forneytx.gov](mailto:purchasing@forneytx.gov) and [Forneyedc@forneytx.gov](mailto:Forneyedc@forneytx.gov). See the following link: (<https://www.forneytx.gov/FormCenter/Finance-21/Vendor-Information-Packet-201>)
3. Complete and submit a City of Forney Building Permit Application. The application is available via the City website at [www.cityofforney.org](http://www.cityofforney.org) or the City of Forney Community Development Office, 101 E. Main Street, Forney, Texas 75126. All proposed projects are subject to review and acceptance by the City of Forney Architectural Review Board ("ARB").
4. **For downtown projects only:** Staff for the Community Development Office will schedule the ARB meeting for consideration of the building application. Please allow 3-4 weeks to schedule the ARB meeting.
5. **For downtown projects only:** If approved at the ARB meeting, the ARB will make a recommendation to the Forney Planning and Zoning Commission ("P&Z"). The P&Z will consider the application at a future meeting. The P&Z action will be sent to the City Council during a regular Council meeting for consideration.
6. If the building permit application is approved by the City Council, complete the grant application form and sign the agreement form. Return the completed application form with all original itemized work estimates, color samples, drawings and example sign material of the proposed work to the FEDC office at 210 S. Bois D'Arc Street during business hours of 7:30 am to 5:30 pm, Monday through Thursday. Applications should include the following:
  - a. All projects must meet current building standards and codes, as well as building permit requirements.
  - b. Applications must be complete and contain all required information. Additional information requested by the FEDC Board, or City staff must provide prior to consideration of the grant. It is recommended that applicants meet with FEDC staff to ensure a complete incentive application is submitted.
  - c. All construction bids submitted by an applicant must be current and must be dated no earlier than 90 days prior to the application request. Bids shall be submitted on the contractor's or project architect's letterhead and shall contain the contractor's name, address, telephone number and shall itemize the bid in a manner that allows the FEDC to determine the bid components and authenticity of the bid.
  - d. An applicant whose application has been denied by the FEDC shall not be eligible to re-submit a grant application for six months from the date the prior application was declined.



- e. Applicants receiving approval shall commence construction described within the application within 90 days from the date the grant is awarded. All applicants must complete the construction described in the application within one year from the date the grant is approved. If the applicant is unable to commence construction within 90 days from the date the grant is approved or complete construction within one year from the date the grant is approved, the applicant may submit a written request for an extension for the commencement date or completion date provided the extension request is made prior to the 90 day or one year deadline. The FEDC shall not be obligated to allow extensions, but may do so for good cause determined solely by the entity which authorized the grant. The extensions, if granted, shall be for the term and for the conditions determined exclusively by the FEDC. A denial of an extension cannot be appealed and shall be final.
  - f. As a condition of this grant application, the applicant consents and shall allow the FEDC or other City staff to request City inspections to determine that the grant, if awarded, will not be used for construction on any building that is not in compliance with the City Municipal Codes and Ordinances that are applicable to the construction contemplated in the application.
  - g. No applicant has the proprietary right to receive grant funds. Each request will be considered on a case-by-case basis.
  - h. The applicant shall be required to furnish photographs of the building's exterior, roof and foundation after the construction is completed, as a condition of final reimbursement.
  - i. If any work is altered, left incomplete, not permitted or is used for a different purpose than originally intended by the grant, the FEDC reserves the right to request immediate reimbursement and/or file a lien on the property in the amount of funds granted.
7. **Reimbursement:** When the grant project has been fully completed and reviewed by City of Forney building standards staff or issued a Certificate of Occupancy (C.O.) by the City of Forney, the applicant shall present the FEDC with copies of all paid invoices, including copies of cancelled checks and/or credit card receipts, for a single payment reimbursement of the approved funding. In addition, the applicant must complete a City of Forney Vendor Form and a 1099 Form to receive payment from the City. Vendor and 1099 forms will be provided by the FEDC. **To ensure timely processing, applicants are highly encouraged to meet with FEDC staff prior to submitting reimbursement requests.**



## **NEW BUSINESS ENTREPRENEUR INCENTIVE**

**FORNEY ECONOMIC DEVELOPMENT CORPORATION**

**\*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:** \_\_\_\_\_

**Title of the Primary Contact:** \_\_\_\_\_

**Authorized Representative Signing Agreement & Title:** \_\_\_\_\_

**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): \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

---

***TYPE OF 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/0.25% 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 \$54,500\* (not including benefits)?**

\*Reflects Kaufman County median wage (Source: 2024 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:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

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

If yes, how many weekly? \_\_\_\_\_

**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**

**210 S. Bois D'Arc**

**[forneyedc@forneytx.gov](mailto:forneyedc@forneytx.gov)**



**Please return completed with necessary attachments and signatures to the Forney Economic Development Office, 210 S. Bois D'Arc St. during business hours of 7:30 am and 5:30 pm, Monday through Thursday. If you have application questions, please contact Forney EDC Staff at (972) 552-6465.**

I have met with Forney EDC Staff, and I have read and fully understand the New Business Entrepreneur Incentive procedures established by the Forney Economic Development Corporation. I intend to use this grant program for the aforementioned renovation projects to advance the efforts of redevelopment and improve the attractiveness of buildings in the City of Forney. *I have not received, nor will I receive insurance monies for this redevelopment project.*

I understand that if I am awarded a New Business Entrepreneur Incentive by the FEDC, any deviation from the approved project may result in the partial or total withdrawal of the grant. If I am awarded a redevelopment grant for any work pursuant to this program, and the completed work is altered for any reason within one year from construction, I may be required to reimburse the FEDC immediately for the full amount of the grant.

---

*Business/Organization Name*

---

*Applicant's Signature*

*Printed Name*

*Date*

---

*Authorized Representative's Signature*

*Printed Name*

*Date*

---

*Business/Company Owner's Signature & Title*

*Printed Name*

*Date*

---

*Property Owner's Signature (if different from applicant)*

*Printed Name*

*Date*

---

-----  
This section is to be completed by Economic Development Staff

---

*Date considered by Staff*

*Recommendation*

*Staff Signature*

---

*Date considered by FEDC*

*Action*

*Board President's Signature*

# Request for Taxpayer Identification Number and Certification

Give Form to the  
requester. Do not  
send to the IRS.

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type. See Specific Instructions on page 3.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.	
	2 Business name/disregarded entity name, if different from above	
	3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.  <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► _____ <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ► _____	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any) _____  Exemption from FATCA reporting code (if any) _____  <i>(Applies to accounts maintained outside the U.S.)</i>
	5 Address (number, street, and apt. or suite no.) See instructions.	Requester's name and address (optional)
	6 City, state, and ZIP code	
	7 List account number(s) here (optional)	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number									
				-				-	
or									
Employer identification number									
				-					

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person ►	Date ►
-----------	----------------------------	--------

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

# CONFLICT OF INTEREST QUESTIONNAIRE

FORM CIQ

For vendor or other person doing business with local governmental entity

This questionnaire reflects changes made to the law by H.B. 1491, 80th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code by a person who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the person meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the person becomes aware of facts that require the statement to be filed. See Section 176.006, Local Government Code.

A person commits an offense if the person knowingly violates Section 176.006, Local Government Code. An offense under this section is a Class C misdemeanor.

## OFFICE USE ONLY

Date Received

1 Name of person who has a business relationship with local governmental entity.

2 ☐ Check this box if you are filing an update to a previously filed questionnaire.

(The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date the originally filed questionnaire becomes incomplete or inaccurate.)

3 Name of local government officer with whom filer has employment or business relationship.

\_\_\_\_\_  
Name of Officer

This section (item 3 including subparts A, B, C & D) must be completed for each officer with whom the filer has an employment or other business relationship as defined by Section 176.001(1-a), Local Government Code. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer named in this section receiving or likely to receive taxable income, other than investment income, from the filer of the questionnaire?

☐ Yes ☐ No

B. Is the filer of the questionnaire receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer named in this section AND the taxable income is not received from the local governmental entity?

☐ Yes ☐ No

C. Is the filer of this questionnaire employed by a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership of 10 percent or more?

☐ Yes ☐ No

D. Describe each employment or business relationship with the local government officer named in this section.

4

\_\_\_\_\_  
Signature of person doing business with the governmental entity

\_\_\_\_\_  
Date