



**NOTICE OF REGULAR MEETING  
FOR MUNICIPAL DEVELOPMENT DISTRICT  
THURSDAY, JULY 14, 2022, AT 7:00 P.M.  
LOCATION: 1401 FM 424, CROSS ROADS, TEXAS 76227**

Call to Order

1. Roll Call
2. Citizen Input for Items both ON and NOT on the Agenda  
*Please limit your comments to three minutes in duration, and you are restricted from passing your time or any portion of unused minutes to another citizen for comment. The Board is restricted from discussing or taking action on items not posted on the agenda. Action on your statement may be taken only at a future meeting.*
3. Updates:
  - a. Review of Financials
  - b. Local Development Update
4. Discuss and consider approval of the June 2, 2022, Meeting Minutes.
5. Receive an update from the Council liaison and discuss and consider Town Council direction as a result of the June 2022 Council retreat.
6. Discuss and consider the Fiscal Year 2022 Amended Budget and the Fiscal Year 2023 Proposed Budget for the Municipal Development District.
7. Discuss and consider activities related to encouraging businesses to join the Cross Roads online business directory.
8. Request for future agenda items.
9. Adjourn

Upcoming Events:

- Town Council Meeting – Monday, July 25,, 2022 at 7:00 p.m.
- Planning and Zoning Commission Meeting – Tuesday, August 2, 2022 at 7:00 p.m.

**A QUORUM OF COUNCIL MEMBERS MAY BE PRESENT.  
NO ACTION BY THE TOWN COUNCIL WILL BE TAKEN AT THIS MEETING.**

**CERTIFICATION:**

I, the undersigned authority, do hereby certify that this Public Meeting Notice was posted on the official bulletin board, at the Town Hall of the Town of Cross Roads, Texas on or before July 8, 2022, by 5:00 p.m., in accordance with Chapter 551, Texas Government Code.

As authorized by Section 551.071 of the Texas Government Code, this meeting may be convened into closed executive session for seeking confidential legal advice from the Town Attorney on any agenda item listed herein.

This facility is wheelchair accessible and accessible parking spaces are available. For requests, please contact Town Hall at 940-365-9693. Reasonable accommodations will be made to assist your needs. This facility is wheelchair accessible and accessible parking spaces are available.

\_\_\_\_\_  
Donna Butler, Town Secretary

I certify that the attached notice and agenda of items to be considered by the Town Council of the Town of Cross Roads was removed by me from the front window of the Town of Cross Roads Town Hall, 1401 FM 424, Cross Roads, Texas, on the \_\_\_\_ day of \_\_\_\_\_, 2022.

\_\_\_\_\_, Title: \_\_\_\_\_

# CROSS ROADS MDD AGENDA BRIEFING SHEET

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Meeting Date:

July 14, 2022

Agenda Item:

Review of Financials – June 2022

Prepared by:

Kristi Gilbert, Town Administrator

Description:

The attached financials are the unaudited financials as of June 30, 2022.

The following are items of note:

- Sales tax revenue is tracking better than expected. Sales tax revenue received in June added \$39,586.28 for a total of \$353,049.85 representing 90.5%, exceeding budget projections.
- Rental Property Repair and Maintenance indicates \$300 in expenditures which represents the required amount that must be kept in escrow with the property management company for necessary repairs.

Attachments:

June 2022 Budget versus Actuals

June 2022 Transaction Report

Town of Cross Roads  
Revenue and Expense Report  
As of June 30, 2022

7/8/2022 3:01 PM

<b>210 - Municipal Development District</b>	Current Month Expense/Rev	Year To Date Expense/Rev	Current Year Budget	Budget Balance Remaining	% Balance Remaining	Prior Year	Prior Year FY End Bal.
<b>-----</b>							
<u>Sales Taxes</u>							
-40100 Sales Tax Revenue	39,586.28	353,049.85	390,000.00	36,950.15	9.47%	#	422,419.85
Total Sales Taxes	39,586.28	353,049.85	390,000.00	36,950.15	9.47%	#	422,419.85
<u>Investment Income</u>							
-40306 Interest Revenue	0.00	1,234.55	1,000.00	(234.55)	(23.46%)	#	1,884.25
Total Investment Income	0.00	1,234.55	1,000.00	(234.55)	(23.46%)	#	1,884.25
<u>Miscellaneous</u>							
-40350 Rental Income	1,450.00	8,755.00	0.00	(8,755.00)	0.00%	#	0.00
Total Miscellaneous	1,450.00	8,755.00	0.00	(8,755.00)	0.00%	#	0.00
<u>Other Income</u>							
-40620 Debt Proceeds	0.00	607,500.00	0.00	(607,500.00)	0.00%	#	0.00
Total Other Income	0.00	607,500.00	0.00	(607,500.00)	0.00%	#	0.00
<u>Transfers</u>							
-40910 Transfers In	(6,090.75)	(18,272.25)	0.00	18,272.25	0.00%	#	0.00
Total Transfers	(6,090.75)	(18,272.25)	0.00	18,272.25	0.00%	#	0.00
Total	34,945.53	952,267.15	391,000.00	(561,267.15)	(143.55%)	#	424,304.10
Total Revenue	34,945.53	952,267.15	391,000.00	(561,267.15)	(143.55%)	#	424,304.10

<b>210 - Municipal Development District</b>	Current Month Expense/Rev	Year To Date Expense/Rev	Current Year Budget	Budget Balance Remaining	% Balance Remaining	Prior Year	Prior Year FY End Bal.
<b><u>110-Administration</u></b>							
<b><u>Contractual Services</u></b>							
110-53002 Advertising and Promotion	0.00	0.00	38,000.00	38,000.00	100.00%	#	3,648.00
110-53004 Software	0.00	559.42	0.00	(559.42)	0.00%	#	0.00
110-53007 Administrative Expenses	6,221.25	18,637.24	24,363.00	5,725.76	23.50%	#	0.00
110-53015 Dues and Subscriptions	0.00	0.00	3,725.00	3,725.00	100.00%	#	0.00
110-53022 Training and Travel	0.00	0.00	4,000.00	4,000.00	100.00%	#	0.00
110-53025 MDD Business Grant	0.00	0.00	75,000.00	75,000.00	100.00%	#	2,556.47
110-53100 Planning/Consulting	0.00	4,068.75	65,000.00	60,931.25	93.74%	#	17,330.08
110-53110 Utilities	0.00	177.96	0.00	(177.96)	0.00%	#	0.00
110-56030 Debt Issance Costs	0.00	7,500.00	0.00	(7,500.00)	0.00%	#	0.00
Total Contractual Services	6,221.25	30,943.37	210,088.00	179,144.63	85.27%	#	23,534.55
<b><u>Maintenance</u></b>							
110-54018 Rental Property Repair and Maintenance	300.00	865.00	0.00	(865.00)	0.00%	#	0.00
Total Maintenance	300.00	865.00	0.00	(865.00)	0.00%	#	0.00
<b><u>Debt Service</u></b>							
110-56010 Debt Principal	0.00	16,320.18	0.00	(16,320.18)	0.00%	#	0.00
110-56020 Debt Interest	0.00	8,689.46	0.00	(8,689.46)	0.00%	#	0.00
Total Debt Service	0.00	25,009.64	0.00	(25,009.64)	0.00%	#	0.00
<b><u>Capital Outlay</u></b>							
110-58007 Capital Improvements	0.00	761,201.80	170,000.00	(591,201.80)	(347.77%)	#	244,600.00
Total Capital Outlay	0.00	761,201.80	170,000.00	(591,201.80)	(347.77%)	#	244,600.00
Total Administration	6,521.25	818,019.81	380,088.00	(437,931.81)	(115.22%)	#	268,134.55
<b><u>710-Transfers Out</u></b>							
<b><u>Capital Outlay</u></b>							
710-59100 Transfers Out	(6,090.75)	(18,272.25)	0.00	18,272.25	0.00%	#	0.00
Total Capital Outlay	(6,090.75)	(18,272.25)	0.00	18,272.25	0.00%	#	0.00
Total Transfers Out	(6,090.75)	(18,272.25)	0.00	18,272.25	0.00%	#	0.00
Total Expense	430.50	799,747.56	380,088.00	(419,659.56)	(110.41%)	#	268,134.55

Town of Cross Roads  
Transaction Detail Report  
6/1/2022 - 6/30/2022

7/8/2022 3:17 PM

**210 - Municipal Development District**

**Account 210-110-53007**

Post Date	Tran Date	Line Description	Vendor	Invoice #	Check #	Debit	Credit	Balance
6/2/2022	7/7/2022	Rent less Mgmt Fee Exp's for month of June 2022-Rent house on FM 424				130.50	0.00	130.50
6/30/2022	6/30/2022	Qutrly Transfer Apr May June 2022 Salary & Office Exp per FY 22 budget				6,090.75	0.00	6,221.25
Total						<u>6,221.25</u>	<u>0.00</u>	

**210 - Municipal Development District**

**Account 210-110-54018**

Post Date	Tran Date	Line Description	Vendor	Invoice #	Check #	Debit	Credit	Balance
6/2/2022	7/7/2022	This \$300 is a Reserve \$\$ amt Prop Mgr retains rather than pay out at this time				300.00	0.00	300.00
Total						<u>300.00</u>	<u>0.00</u>	

**210 - Municipal Development District**

**Account 210-710-59100**

Post Date	Tran Date	Line Description	Vendor	Invoice #	Check #	Debit	Credit	Balance
6/30/2022	6/30/2022	Qutrly Transfer Apr May June 2022 Salary & Office Exp per FY 22 budget				0.00	6,090.75	(6,090.75)
Total						<u>0.00</u>	<u>6,090.75</u>	



**MINUTES OF REGULAR MEETING  
FOR MUNICIPAL DEVELOPMENT DISTRICT  
THURSDAY, JUNE 2, 2022, AT 7:00 P.M.  
LOCATION: 1401 FM 424, CROSS ROADS, TEXAS 76227**

Call to Order – **7:00 P.M.**

1. Roll Call: **President Knox; Members Neubauer, Killfoil, Gaalema, and Berry**

2. Citizen Input for Items both ON and NOT on the Agenda  
**None.**

3. Updates:

- a. Review of Financials
- b. Local Development Update

**Town Administrator Kristi Gilbert gave a review of the financials and a development update.**

**The agreement with the property manager has been executed, and starting with June's rent, they will be responsible for the rental property. Communication has already begun between the tenant and the property manager for repairs. The notice of appraised value has been received and the protest notice has been submitted to try to reduce the tax. Upcoming budget discussions will include amendments to cover repairs.**

**Current development applications include a request for special use permit from Imperial Products Supply and a request to amend a special use permit from SitePro Rentals. Dutch Brothers Coffee communicated they plan to present a technical site plan next week. Chipotle may be backing out. This last month Bank of America and Edward Jones had grand openings.**

4. Discuss and consider approval of the April 14, 2022, Meeting Minutes

**Motion to approve made by Gaalema;**

**Second by Neubauer;**

**Passed unanimously.**

5. Receive a presentation, discuss and consider future projects by Mundo and Associates.

**Pam Mundo presented the services offered by her business, including examples of involvement in several successful local developments. She described how her business can assist the MDD with economic development and future growth.**

6. Discuss and consider advertising in The Providence Village Experience.

**Ami Yarbrough passed out copies of the magazine for MDD to view. She described how and why the magazine was started, and explained how it could benefit local businesses, which in turn benefits the Town.**

7. Discuss and consider website design comparisons and standards.

**Town Administrator Kristi Gilbert pointed out the edits she had made to the website at the MDD's request. MDD members expressed interest in the business directory on the Town's website and talked about visiting local businesses.**

8. Request for future agenda items.

**Members requested the same agenda items be on the next meeting agenda: consideration of Mundo's and Yarbrough's proposals, and the website.**

9. Adjourn – **9:30 P.M.**

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John Knox, MDD President

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Donna Butler, Town Secretary

# CROSS ROADS MDD

## AGENDA BRIEFING SHEET

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Meeting Date:

July 14, 2022

Agenda Item:

Receive an update from the Council liaison and discuss and consider Town Council direction as a result of the June 2022 Council retreat.

Prepared by:

Kristi Gilbert, Town Administrator

Description:

The Town Council conducted a planning retreat June 24<sup>th</sup> through June 26<sup>th</sup>. Items discussed related to the Municipal Development District include the following:

- Hiring additional personnel on a part-time basis to improve social media and web presence and assist with an expansion of the newsletter.
- Providing guidelines for each of the Boards to operate under (see attached).
- Having the District work with Mundo and Associates on one of the following projects:
  - Attracting a grocery store
  - Attracting a table cloth restaurant
  - Developing a concept for a Town strip center north of Palio's

Board Member Greg Gaalema will also have the opportunity to provide additional information as the Council liaison.

Recommended Action:

This is provided for discussion purposes.

Attachments:

Business List



# BOARD GUIDELINES

**Cross Roads Municipal Development  
District**



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## **VISION, MISSION & CORE VALUES<sup>1</sup>**

“Cross Roads – Open for Business”

### **MISSION:**

The mission of the Cross Roads Municipal Development District is to continue to grow the tax base by attracting new business, creating a family-oriented, safe town environment while preserving our small town country living, making the community a better place to do business, live and work.

Cross Roads Municipal Development District promotes the retention, and expansion of existing business for a sustainable economy leading to job creation. We partner with elected officials, administration officials, other Town committees, and Towns people to achieve this goal.

***Building our Future Together.***

### **CORE VALUES:**

#### **Strategic, Operational and Financial Plans**

Maintain strategic, operational and financial plans to support the anticipated increase in businesses providing employment and residential growth while maintaining Cross Roads small Town atmosphere. We believe in an honest and transparent government and are dedicated to the highest ideals of integrity, fairness and openness in partnering with our citizens, elected officials, administration officials, and other Town committees and boards, to facilitate the growth of Cross Roads.

#### **Business Retention and Development**

Encourage the development and retention of unique and small businesses that lend character to our Town and are an attraction while helping create a diverse economy in Cross Roads. The continued support of the Town’s retail

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<sup>1</sup> Town of Cross Roads Vision 2035 adopted by the Town Council on October 4, 2021

## **1 – MDD Board Guidelines**

shopping areas is critical while working to create a vibrant town center is essential for the continued financial health of our community.

### **Predictable Regulations and Cost**

Provide the development community with a review process that delivers accurate and concise information relating to development standards and the costs of development to ensure that Cross Roads remains an attractive municipality in which to invest capital. We believe for an organization to be great it must be committed to excellence and quality regarding our community, residential and commercial development.

### **Position as a Destination**

Continue to encourage visitors as an economic driver and promote the Town's features and assets, including the stewardship of its natural resources, cultural environment and agricultural heritage while growing the economy to the benefit of the Town of Cross Roads citizens.

### **Business, Family and Retirement Friendly**

Work to nurture Cross Roads and its role as a desirable location for business, family and retirement populations, and to provide encouragement that supports and serves these populations.

## **GENERALLY**

A special election was conducted on May 11, 2013 for the purpose of establishing the Cross Roads Municipal Development District in accordance with Chapter 377 of the Texas Local Government Code. The boundaries of the District include the corporate limits of the Town of Cross Roads and the Cross Roads extraterritorial jurisdiction. The District collects sales and use tax in an amount equal to one-fourth of one percent (1/4%) for the purpose of financing development projects beneficial to the district. The District as created by Ordinance No. 2013-0916-03 which included the establishment of

## **2 – MDD Board Guidelines**

the bylaws which shall govern the District's proceedings. No amendments to the bylaws have been made.

## **MEMBERS<sup>2</sup>**

The District shall be governed by a Board of Directors that consists of Five (5) members. Each Director shall be a resident of the Town or must reside in the Town's extraterritorial jurisdiction and must be a qualified voter of Denton County, Texas. Each director shall be appointed by the Town Council. No director may have ownership of financial interest of any property designated by the Town's Comprehensive Plan as being in a commercial district.<sup>2</sup>

## **TERMS OF OFFICE<sup>2</sup>**

Directors shall serve staggered two-year terms. Directors appointed to positions 1, 3 and 5 shall expire on September 30<sup>th</sup> of even numbered years. Directors appointed to positions 2 and 4 shall expire on September 30<sup>th</sup> of odd numbered years.

## **DUTIES**

The District may recommend to the Town Council to accept grants; acquire, buy, sell, convey, lease and otherwise dispose of property; employee necessary personnel; enter into contracts with public and private parties; adopt rules and bylaws to govern its operation; and perform any act necessary to the full exercise of the District's power.

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<sup>2</sup> Ordinance 2013-0916-03

## **3 – MDD Board Guidelines**

## **BUDGET PLANNING**

The Town's fiscal year runs from October 1<sup>st</sup> to September 30<sup>th</sup>. At least thirty (30) days prior to the commencement of each fiscal year, the Board shall adopt a proposed budget of expected revenues and proposed expenditures for the next ensuing fiscal year. The budget shall contain such classifications and shall be in such form as may be prescribed from time to time by the Town Council.<sup>3</sup>

Staff will provide assistance to the Board in the preparation of the budget.

## **FINANCES AND EXPENDITURES**

Monies of the district may be expended by the District for any purposes as authorized by Chapter 377 of the Texas Local Government Code subject to certain limitations indicated in the bylaws.

The District shall obtain Town Council approval for the following:

- 1. The acceptance of any grant or loan;*
- 2. The acquisition, selling, leasing, conveying or otherwise disposing of property or an interest in property;*
- 3. The approval of and expenditure for a "project";*
- 4. The issuance or payment of any and all bonds or other obligations;*
- 5. Any change in the sales and use tax;*
- 6. The appointment of the Executive Director; and*
- 7. The employment of any personnel.*

## **DEVELOPMENT PROJECTS**

The District may use the money in the development project fund only to:

- 1. Pay the costs of planning, acquiring, establishing, developing, constructing, or renovating one or more development projects in the District;*

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<sup>3</sup> Ordinance 2013-0916-03

## **4 – MDD Board Guidelines**

2. *Pay the principal of, interest on, and other costs relating to bonds or other obligations issued by the District or to refund bonds or other obligations; or*
3. *Pay the costs of operating or maintaining one or more development projects during the planning, acquisition, establishment, development, construction, or renovation or while bonds or other obligations for the planning, acquisition, establishment, development, construction or renovation are outstanding.*<sup>4</sup>

## **COUNCIL LIAISON**

The Council liaison is appointed by the Town Council and generally serves as a communication link between the Board and the Council to provide for mutual understanding and cooperation. The Council liaison may be appointed as one of the five voting members of the District.

## **STAFF ROLE**

Town Staff will make every effort to assist the Board based on current workload. Staff will prepare the agenda at the direction of the Board President, Mayor or Town Council.

## **MEETINGS**

All meetings are subject to the Texas Open Meetings Act in accordance with the Boards, Committees and Commissions Policy of the Town of Cross Roads, Texas. As such, all meeting agendas must be posted at least 72 hours in advance of the meeting. The goal should be to post the agenda and associated documentation one week prior to the meeting for greater transparency. Meetings of the Board shall be held within the Town limits<sup>5</sup>

The Board President is responsible for notifying Staff of the items to be considered on the agenda. The Town Secretary will prepare the agenda utilizing a format similar to the Town Council agendas. The President shall

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<sup>4</sup> Ordinance 2013-0916-03

# **5 – MDD Board Guidelines**

notify Staff of any items to be considered on an agenda at least eight (8) days calendar days prior to the meeting. The Town Secretary will post the agenda on the Town's website and bulletin board. Minutes of all meetings of the Board will be prepared by Staff with signed original minutes provided to the Town Secretary for recordkeeping purposes.

### **SOCIAL MEDIA**

The District may wish to create social media pages. If pages are created, they will be managed by Staff.



# CROSS ROADS MDD

## AGENDA BRIEFING SHEET

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Meeting Date:

July 14, 2022

Agenda Item:

Discuss and consider the Fiscal Year 2022 Amended Budget and the Fiscal Year 2023 Proposed Budget for the Municipal Development District.

Prepared by:

Kristi Gilbert, Town Administrator

Description:

As a result of the land purchase at 1151 FM 424 and associated expenditures, it is necessary for the Board to amend the FY 2022 budget. Additionally, it is time to discuss FY 23 budgetary goals. The FY 23 budget needs to be approved no later than the August meeting.

**Notes on the FY 22 Amended Budget Include:**

- Increase in Sales Tax revenue based on year-to-date actuals
- Addition of Rental Income which is currently \$1,450 per month with a 9% property management fee included in the Administrative Expenses item.
- Addition of the Debt Proceeds revenue item associated with the land purchase.
- Adding a Software expense item for the sales tax reporting software utilized by the Board
- Addition of the following expenditure items related to the purchase and repair of the building: Utilities, Rental Property Repair, Debt Principal, Debt Interest, and Debt Issuance Costs
- Increase in Capital Improvement expenditures for the purchase of the facility and repairs.

**Notes on the FY 23 Proposed Budget Include:**

- Increase in Sales Tax revenue based on forecasted data using conservative estimates and historical data.
- Rental income estimate based on twelve months under the current lease, with no improvements to the property.
- Administrative expenses are figured at 7% of the Town Administrator and Town Secretary's weighted salary as well as 5% of the Accounts Payable Technician and 33% of the new Communications position salary to cover Staff time spent in service to the MDD. Administrative expenses also include the property management fees for the MDD property.
- An increase in Dues and Subscriptions and Training and Travel has been proposed to provide for the opportunity to join the Texas Economic Development Council and provide additional training opportunities.
- Expenses related to Business Grants and Consultants have remained the same from FY 2022 as we have no current plans for projects.

# CROSS ROADS MDD AGENDA BRIEFING SHEET

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- The Debt Principal and Interest amounts are from the payment schedule on the MDD loan.

## Recommended Action:

This is provided for discussion purposes and could be approved at the discretion of the Board.

## Attachments:

Draft FY 22 Budget Amendment  
Proposed FY 23 Budget

## 210 - MUNICIPAL DEVELOPMENT DISTRICT

Account #	Account Description	Category	As of 5/31/22	FY 22 Adopted	FY 22 Proposed Amendment
<b>REVENUES - MUNICIPAL DEVELOPMENT FUND - 210</b>					
210-40100	Sales Tax Revenue	Sales Tax	\$ 313,463.57	\$ 390,000.00	\$ 450,000.00
210-40306	Interest Revenue	Investment Income	\$ 1,085.23	\$ 1,000.00	\$ 1,500.00
210-40350	Rental Income	Miscellaneous	\$ 7,305.00	\$ -	\$ 10,000.00
210-40620	Debt Proceeds	Other Income	\$ 607,500.00	\$ -	\$ 607,500.00
210-40910	Transfers In	Transfers	\$ (12,181.50)	\$ -	\$ -
<b>TOTAL REVENUES - MUNICIPAL DEVELOPMENT FUND</b>			<b>\$ 917,172.30</b>	<b>\$ 391,000.00</b>	<b>\$ 1,069,000.00</b>
<b>EXPENSES - MUNICIPAL DEVELOPMENT FUND - 210</b>					
210-110-53002	Advertising and Promotion	Contractual Services	\$ -	\$ 38,000.00	\$ 38,000.00
210-110-53004	Software	Contractual Services	\$ 559.42		\$ 1,000.00
210-110-53007	Administrative Expenses	Contractual Services	\$ 12,415.99	\$ 24,363.00	\$ 24,363.00
210-110-53015	Dues and Subscriptions	Contractual Services	\$ -	\$ 3,725.00	\$ 3,725.00
210-110-53022	Training and Travel	Contractual Services	\$ -	\$ 4,000.00	\$ 4,000.00
210-110-53025	MDD Business Grant	Contractual Services	\$ -	\$ 75,000.00	\$ 75,000.00
210-110-53100	Planning/Consulting	Contractual Services	\$ 4,068.75	\$ 65,000.00	\$ 65,000.00
210-110-53110	Utilities	Contractual Services	\$ 177.96		\$ 500.00
210-110-53805	Property Taxes	Contractual Services			\$ -
210-110-54018	Rental Property Repair	Maintenance	\$ 565.00		\$ 40,000.00
210-110-56010	Debt Principal	Debt Service	\$ 16,320.18		\$ 24,568.51
210-110-56020	Debt Interest	Debt Service	\$ 8,689.46		\$ 12,945.95
210-110-56030	Debt Issuance Costs	Contractual Services	\$ 7,500.00		\$ 7,500.00
210-110-58007	Capital Improvements	Capital Outlay	\$ 761,201.80	\$ 170,000.00	\$ 810,000.00
210-710-59100	Transfers Out	Capital Outlay	\$ (12,181.50)		\$ -
<b>TOTAL EXPENSES - MUNICIPAL DEVELOPMENT FUND</b>			<b>\$ 799,317.06</b>	<b>\$ 380,088.00</b>	<b>\$ 1,106,602.46</b>
Net Income			\$ 117,855.24	\$ 10,912.00	\$ (37,602.46)
Beginning Balance FY 21			\$ 385,414.00	\$ 541,584.00	\$ 541,584.00
Ending Balance FY 21			\$ 541,584.00	\$ 552,496.00	\$ 503,981.54

## 210 - MUNICIPAL DEVELOPMENT DISTRICT

Account #	Account Description	Category	FY 22 Adopted	FY 22 Proposed		FY 23 Proposed
				Amendment		
REVENUES - MUNICIPAL DEVELOPMENT FUND - 210						
210-40100	Sales Tax Revenue	Sales Tax	\$ 390,000.00	\$ 450,000.00	\$ 485,000.00	
210-40306	Interest Revenue	Investment Income	\$ 1,000.00	\$ 1,500.00	\$ 1,750.00	
210-40350	Rental Income	Miscellaneous	\$ -	\$ 10,000.00	\$ 15,000.00	
210-40620	Debt Proceeds	Other Income	\$ -	\$ 607,500.00	\$ -	
210-40910	Transfers In	Transfers	\$ -	\$ -	\$ -	

<b>TOTAL REVENUES - MUNICIPAL DEVELOPMENT FUND</b>	<b>\$ 391,000.00</b>	<b>\$ 1,069,000.00</b>	<b>\$ 501,750.00</b>
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<b>EXPENSES - MUNICIPAL DEVELOPMENT FUND - 210</b>						
210-110-53002	Advertising and Promotion	Contractual Services	\$ 38,000.00	\$ 38,000.00		\$ 40,000.00
210-110-53004	Software	Contractual Services		\$ 1,000.00		\$ 1,500.00
210-110-53007	Administrative Expenses	Contractual Services	\$ 24,363.00	\$ 25,113.00		\$ 27,850.00
210-110-53015	Dues and Subscriptions	Contractual Services	\$ 3,725.00	\$ 3,725.00		\$ 4,000.00
210-110-53022	Training and Travel	Contractual Services	\$ 4,000.00	\$ 4,000.00		\$ 7,500.00
210-110-53025	MDD Business Grant	Contractual Services	\$ 75,000.00	\$ 75,000.00		\$ 75,000.00
210-110-53100	Planning/Consulting	Contractual Services	\$ 65,000.00	\$ 65,000.00		\$ 65,000.00
210-110-53110	Utilities	Contractual Services		\$ 500.00		\$ 1,500.00
210-110-53805	Property Taxes	Contractual Services		\$ -		\$ 13,600.00
210-110-54018	Rental Property Repair	Maintenance		\$ 40,000.00		\$ 40,000.00
210-110-56010	Debt Principal	Debt Service		\$ 24,568.51		\$ 33,591.46
210-110-56020	Debt Interest	Debt Service		\$ 12,945.95		\$ 16,427.82
210-110-56030	Debt Issuance Costs	Contractual Services		\$ 7,500.00		\$ -
210-110-58007	Capital Improvements	Capital Outlay	\$ 170,000.00	\$ 810,000.00		\$ -
210-710-59100	Transfers Out	Capital Outlay		\$ -		\$ -

<b>TOTAL EXPENSES - MUNICIPAL DEVELOPMENT FUND</b>	<b>\$ 380,088.00</b>	<b>\$ 1,107,352.46</b>	<b>\$ 325,969.28</b>
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Net Income		\$ 10,912.00	\$ (38,352.46)	\$ 175,780.72
Beginning Balance FY 21	\$ 385,414.00	\$ 541,584.00	\$ 541,584.00	\$ 503,231.54
Ending Balance FY 21	\$ 541,584.00	\$ 552,496.00	\$ 503,231.54	\$ 679,012.26

# CROSS ROADS MDD

## AGENDA BRIEFING SHEET

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Meeting Date:

July 14, 2022

Agenda Item:

Discuss and consider activities related to encouraging businesses to join the Cross Roads online business directory.

Prepared by:

Kristi Gilbert, Town Administrator

Description:

The Board has previously discussed this item at the October 14<sup>th</sup>, November 4<sup>th</sup> and December 8<sup>th</sup> and February 10<sup>th</sup> meetings. The Board has discussed methods for disseminating the information, including assigning individuals to different businesses to make in-person visits.

On January 26, 2022, Staff sent an email out to approximately 75 of the 102 businesses inquiring about the desire to participate in the online directory, as well as providing them information on the US 380 construction project. Approximately, one-third of the emails were kicked back due to bad addresses or spam filters. About 10 businesses submitted information for the online directory. Staff then mailed post cards to 85 businesses and four of them were returned undeliverable. Board Member Mady Killfoil also visited approximately 30 businesses in person.

Currently we have 20 businesses registered for the online directory. Attached is a list of businesses in groups of approximately 10 based on location so they can be easily separated for Board Members to visit.

Recommended Action:

This is provided for discussion purposes at the request of the board.

Attachments:

Business List

Name	Address	Suite	Group	Listed in Directory	Visited in Person
Integrity Car Care	100 Naylor Road		A		
Prairie House	10001 US-380		A	Yes	
Vineyard Wine Cellars	1001 Millcreek Road		A		
Denton County Tax Office	1400 FM 424		A		
Big Tex Trailers	7700 US-380		A		
Kyle W Lyons Insurance	8000 US-380		A		
Berrybraid Hair Brading	8300 US-380	Ste 200	A		
Snyders Customs Home	8300 US-380		A		
Trifecta Landscaping	9100 US 380		A		
Action Vape Co	10000 US-380	Ste 100	B		
The Nails Spa	10000 US-380		B		
Bank of America	11050 US 380		B		
Wataburger	11250 US-380		B		Yes
Walmart Fuel Center	11700 US 380		B		
Vet IQ	11700 Us Hwy 380	Inside Walmart	B		
Walmart Center	11700 US-380		B		
Palio's Pizza Café	9900 US-380		B	Yes	
The Shed Strength & Performance -CrossFit	9930 US-380		B		
Otto Matic Threads	9940 US 380		B	Yes	
Community Med Family Urgent Care	11350 US-380	Ste 100	C		Yes
Kissable Dental	11350 US-380	Ste 140	C		Yes
Leigh Jacobs Salon	11350 US-380	Ste 150	C	Yes	Yes
Metro by Tmobile	11350 US-380	Ste 130	C	Yes	Yes
Fuzzy's Taco Shop	11450 US-380	Ste 160	C		Yes
Sally Beauty Store	11450 US-380	Ste 120	C		Yes
Starbucks	11450 US-380	Ste 100	C		Yes
Supercuts	11450 US-380	Ste 150	C		Yes
Texas Deluxe Nails & Spa	11450 US-380	Ste 140	C		Yes
UPS Store	11450 US-380	Ste 130	C		Yes
Mattress Firm	11350 US 380	Ste 160	C	Yes	Yes
Raising Cane's Chicken	11620 US 380		D		
Cross Roads Smile	11650 US-380	Ste 100	D		
Club Pilates	11650 US-380	Ste 150	D		
Dunkin Donuts and Baskin Robbins	11750 US 380	Ste 100	D		Yes
Firehouse Subs	11750 US 380	Ste 210	D		Yes
Wingstop	11750 US -380	Ste 280	D		Yes
AT&T Store	11750 US-380	Ste 260	D		Yes
GNC Vitamin & Supplement Store	11750 US-380	Ste 220	D		Yes
Happy Feet	11750 US-380	Ste 240	D		Yes
Leslie's Swimming pool supply store	11750 US-380	Ste 300	D		Yes
Majestic Nails	11750 US-380	Ste 320	D		Yes
Sport Clips Haircuts of Cross Roads	11750 US-380	Ste 200	D		Yes
Jack in the Box	11920 US-380		E	Yes	
Village Veterinary Center	11930 US -380		E		

Pizza Hut	11970 US-380		E	
Firestone Complete Auto care	11980 US-380		E	
Bottlecap Alley Icehouse Grill	11990 US-380		E	
Asana Dental	12000 US-380	Ste 114	F	
Baker's Dozen Donuts	12000 US-380	Ste 112	F	
Domino's	12000 US-380	Ste 110	F	
Pooky's Famous Yoghurt	12000 US-380	Ste 102	F	
Rice Pot Express	12000 US-380	Ste 104	F	
Smoking Glass Works	12000 US-380	Ste 108	F	
State Farm Insurance	12000 US-380	Ste 106	F	
Villa Grande Mexican	12000 US-380		F	Yes
Taco Bell	14000 US-380		F	
Take 5 Carwash	15000 US 380		F	
CVS	11101 US-380		G	
McDonalds	11201 US-380		G	
Taco Bueno	11301 US-380		G	
Panda Express	11401 US-380		G	
Popeyes Louisiana Kitchen	11501 US-380		G	
Sonic Drive-in	11601 US-380		G	
Caliber Collision	11751 UD-380		G	
Chick-fil-A	11851 US-380		G	
Burger King	11881 US-380		G	
Rustic Furniture Depot	11901 US-380		G	Yes
Rosa's Café & Tortilla Factory	11911 US-380		G	
Jacob's Liquors	2351 US-380		I	
7-Eleven	2401 US-380		I	Yes
29 Acres	3000 Moseley Road		I	
Discount Tire	3001 US-380		I	Yes Yes
Binford Supply	301 Us Hwy 377		I	Yes Yes
Titan Fence & Supply	301 US-377		I	Yes
Town of Cross Roads	3201 US 380	Ste 105	I	
USMD Cross Roads Clinic	3201 US 380	Ste 101	I	Yes
KJE	500 Moseley Road		I	Yes
Box Car Quilts	51 US-377		I	Yes
Imperial Product Supply	8801 US Hwy 380		I	
The Hillside Estate	901 Mosely Road		I	Yes
Atwoods	3401 US 377		J	Yes
Cross Roads Hormonal Health	3800 Steve Smith Way		J	
The Med Spa at Cross Roads	3800 Steve Smith Way		J	
Tractor Supply Co	6001 US-377		J	Yes
Cross Roads Liquor (inside Circle K)	6504 US-380		J	
Frank Bartel Transportation	7401 US-377		J	
Circle K Takeout	7500 US-377		J	
Circle K	US 380		J	
At Ease Chiropractic	8700 US-380	Ste 517	K	Yes
Beauty By Us LLC.	8700 US-380	Ste 502	K	
Cross Roads Dentistry	8700 US-380	Ste 100	K	

Elite Health Care LLC	8700 US-380	Ste 300	K	Yes
Healtcare Associate of Texas	8700 US-380	Ste 200	K	
Viso Bello Spa	8700 US-380	Ste 506	K	
LIFE Federal Credit Union	8800 US-380	Ste 200	K	
Open Infra	8800 US-380	Ste 850	K	
The Drafter Guy	8800 US-380	Ste 100	K	
The Noesis Clinic	8800 US-380	Ste 600	K	
The V Spot	8800 US-380	Ste 400	K	
Total Eyecare	8800 US-380	Ste 500	K	
Velocity Physical Therapy	8800 US-380		K	