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**ECONOMIC DEVELOPMENT CORPORATION REGULAR MEETING
BOARD OF DIRECTORS
112 N COLORADO ST
TUESDAY, DECEMBER 2, 2025
12:00 PM
AGENDA**

I. CALL TO ORDER AND ANNOUNCE A QUORUM PRESENT:

II. OPEN FORUM

Open Forum is for information only. If you wish to speak, please inform the Presiding Officer. Speakers are limited to three (3) minutes. The Corporation can take no action. No charges and/or complaints will be heard against any appointed or elected official or employee of the city that are prohibited by law.

Please note Anyone wishing to furnish the Corporation with copies/handouts regarding their item of interest must provide 9 copies and present them to an employee for distribution to the Corporation.

III. EXECUTIVE SESSION:

As authorized by Section 551.071 of the Texas Government Code, the Regular Meeting may be convened into Closed Executive Session for the purpose of seeking confidential legal advice from the CEDC Attorney on any agenda item listed herein. (Closed to Public as provided in the Texas Government Code.)

Section 551.087 of the Texas Government Code to discuss or deliberate regarding commercial or financial information that the CEDC has received from a business prospect, and or to deliberate the offer of a financial or other incentive with a business prospect.

1. Discussion regarding an amendment to a economic development agreement for a business generally located at 322 W. Walnut St.
2. Discussion regarding an amendment to an economic development agreement for a business generally located at 300 N. Oklahoma Dr.
3. Discussion regarding an incentive application for a development generally located at 201 W. Walnut St.

Reconvene into Open Session The Celina EDC will now reconvene into Regular Session pursuant to the provisions of Chapter 551 of the Texas Government Code to take any action necessary regarding the items discussed in executive session.

IV. PRESENTATION:

- A. Staff Updates

V. WORKSESSION:

- A. Discussion regarding the CEDC Development Navigator Program. (Satarino)

VI. ACTION ITEM:

- A. Regular EDC Board Meeting Minutes - November 4, 12:00pm
- B. Consider and act upon an Amendment to the Celina Economic Development Corporation's (CEDC) Budget which was adopted and approved by Council for fiscal year beginning October 1, 2025, and ending September 30, 2026, and make appropriations for each project, and account, by adopting an amended 2025-2026 budget for the CEDC reallocating funds between accounts. (Satarino)

VII. ADJOURNMENT:

The Celina Economic Development Corporation is wheelchair accessible. Persons with disabilities who plan to attend this meeting and who may need auxiliary aids or services such as interpreters for persons who are deaf, or hearing impaired, or readers of large print, are requested to contact the City Secretary's Office at 972-382-2682, or fax 972-382-3736 at least two (2) working days prior to the meeting so that appropriate arrangements can be made.

“I, the undersigned authority, do hereby certify that the Notice of Meeting was posted on the bulletin board at Economic Development Corporation of the City of Celina, Texas, a place convenient and readily accessible to the general public at all times and said Notice was posted on the following date and time: _____ at ____:_____ and remained so posted continuously for at least three (3) business days prior to the scheduled time of said meeting.”

Staff Liaison



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Economic Development
City of Celina, Texas

Memorandum

To: **Celina Economic Development Corporation Board of Directors**
From: Ty Behringer, Business Development Associate
CC: Anthony Satarino, Executive Director of Economic Development
Initiated Economic Development Corporation
by:
Date: December 2, 2025
Re: Discussion regarding the CEDC Development Navigator Program

Action Requested:

Discussion regarding the CEDC Development Navigator Program. (Satarino)

Background Information:

The Development Navigator Program is designed to strengthen coordination and communication between the development community, the City, and the EDC. The program's overarching purpose is to:

- Improve the efficiency, predictability, and transparency of the development process
- Provide a single point of contact and advocate for selected projects
- Enhance communication between developers and City departments
- Help ensure developments align with community priorities and long-term planning goals
- Support high-quality, well-integrated projects that contribute to Celina's economic vitality

The Development Navigator Program establishes a structured pathway for projects that meet EDC criteria to receive enhanced support throughout the development cycle—from concept through construction. Key components include:

1. Proactive Guidance & Coordination — A designated Navigator will work directly with the developer and project team to anticipate needs, outline steps, and connect them with relevant City departments. This reduces uncertainty and helps projects avoid preventable delays.
2. Advocacy Through the Process — While the Navigator does not replace Development Services or alter regulatory requirements, they serve as a knowledgeable advocate who

helps ensure the project moves through the City’s processes as efficiently and clearly as possible.

3. **Facilitated Communication** — The program streamlines communication by establishing scheduled check-ins and clarifying expectations across all parties involved in the project. By providing a consistent point of contact and fostering ongoing dialogue, the Navigator helps reduce misunderstandings, accelerate approvals, and ensure that project teams remain aligned with City requirements and priorities.
4. **Alignment With Community Vision** — For selected developments, staff will help integrate the project into broader community goals—such as mixed-use environments, walkability, commercial activation, and strategic infrastructure development.
5. **Problem-Solving Support** — The Navigator serves as a resource to quickly identify issues, gather input from departments, and help unify direction so developers can maintain momentum.

The program is expected to create shorter timelines and clearer processes for major development projects, establish better coordination between developers and City staff, develop consistency in project expectations and deliverables, and build upon the reputation that Celina is a business-friendly, partnership-driven community.

Legal Review:

N/A

Supporting Documents:

1. EDCB - Worksession - CEDC Development Navigator Program
2. Celina EDC Development Navigator Program - Final PDF

Financial Consideration:

There are no financial obligations being considered at this time.

Staff Recommendation:

N/A



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CEDC Development Navigator Program





Program Overview

- Strategic EDC initiative enhancing communication between developers and the City
- Complements Planning, Engineering, Fire, and Public Works departments with proactive guidance and support
- Provides advocacy and facilitation to move projects from concept to completion
- Helps projects navigate permitting efficiently and effectively
- Ensures developments integrate seamlessly into the community
- Creates a structured feedback loop to improve processes and developer experience
- Strengthens collaboration across City departments and the development community



Program Goals

- **Accelerating Projects:** Reduce uncertainty, streamline processes, and get developments on the ground faster.
- **Enhance Developer Experience:** Provide clarity, predictability, and confidence to businesses investing in Celina.
- **Integrating Community:** Connect developers with local businesses, civic organizations, sponsorships, and volunteer opportunities.
- **Strategic Incentives:** Reward projects aligned with Celina's growth priorities with focused EDC support.
- **Operational Stability:** Manage capacity by selecting projects strategically; pilot program may grow into a full-time role if successful.
- **PR & Reputation:** Highlight Celina's proactive, business-friendly approach at conferences, trade shows, and in outreach.
- **Process Improvement and Reinforcement:** Establish relationships between developers, City departments, and the EDC to identify bottlenecks, clarify expectations, pinpoint successes and continuously refine Celina's development processes.



Program Scope and Structure

- The program will be administered by the Celina EDC, with Ty Behringer, Business Development Associate, serving as the primary liaison.
- Developers must apply by completing the application and be selected by the EDC. Selection ensures staff capacity is maintained and projects receive high-impact guidance.
- The EDC will coordinate with Planning, Engineering, Fire, and Public Works departments to maintain open communication channels and ensure smooth project flow.
- The EDC Board will approve metrics for the program



Program Nature

- This is an incentive program, not a regulatory process.
- The Navigator Program provides advocacy, guidance, and facilitation, but does not override or replace the authority of Planning, Engineering, Fire, or Public Works departments.
- The EDC does not override or alter any part of the official development process — it enhances the developer experience and encourages timely, high-quality outcomes.



Selection Metrics and Eligibility

Category	Metric/ Criteria	Rationale
Strategic Alignment	Project supports master plan, target industries, or key growth areas	Ensures resources support high-impact, priority developments
Community Integration	Potential for sponsorships, volunteer programs, or local partnerships	Early engagement strengthens the local ecosystem
Developer Profile	Small or first-time developers	Encourages participation from developers who may need guidance
Economic Impact	Job creation, tax base growth, or additional investment	Maximizes measurable outcomes for Celina
Feasibility & Commitment	Completeness of proposal, financial readiness, realistic timeline	Ensures resources are focused on viable projects



Selection Metrics and Eligibility

Ongoing Program Evaluation Metrics

- Number of projects successfully navigated to Certificate of Occupancy– provide hours of time worked
- Average reduction in timeline from concept to Certificate of Occupancy
- Developer satisfaction survey (quality of guidance, responsiveness, clarity)
- % of projects actively engaging in community partnerships or volunteer initiatives
- Staff capacity utilization (ensuring operational sustainability)



Key Benefits

- **Accelerated Project Delivery:** Streamlined guidance reduces back-and-forth, gets projects on the ground faster, and fuels economic growth.
- **Stronger Developer Confidence:** Demonstrates Celina's commitment to partnership and predictability, encouraging reinvestment and long-term relationships.
- **Process Improvement and Reinforcement:** Creates a feedback loop between developers, City departments, and the EDC by way of surveys and roundtables to identify bottlenecks, clarify expectations, and continuously refine Celina's development processes.
- **Enhanced Community Connection:** Facilitates early engagement with local organizations, events, and business networks — reinforcing Celina's relationship-driven, business-friendly reputation.
- **Economic Growth & Recruitment Value:** Serves as a tangible example of Celina's proactive approach to development, strengthening outreach efforts at trade shows, conferences, and recruitment events.
- **Public Relations & Brand Impact:** Positions Celina as a development-ready city and supports its brand promise: "We don't just process permits — we partner with you."



Performance and Reporting

The EDC will track program outcomes and report results monthly to the EDC Board and City leadership. Metrics may include:

- Number of projects selected and total investment value.
- Average time from application to final approval (baseline vs. navigator projects).
- Developer satisfaction surveys, roundtable and closeout meetings.
- Jobs created and square footage developed.
- Community partnerships or sponsorships resulting from Navigator engagement.
- This data will inform potential program expansion and future resource needs.



Future Growth and Scalability

- The program will launch as a pilot to manage volume and demonstrate impact. If successful, it could evolve into a dedicated full-time position, similar to peer programs in cities such as Allen, Plano, and Frisco.
- The pilot phase will also test best practices in communication, cross-department coordination, and developer feedback loops.



Next Steps

- Staff will coordinate with Development Services to present to City Council.



Questions?



CELINA NAVIGATOR

Celina EDC Development Navigator Program

Internal Program Guide — Draft for EDC Board Review

Program Overview

The Development Navigator Program is a strategic initiative of the Celina Economic Development Corporation (EDC) that strengthens communication, support, and collaboration between the development community and the City of Celina. Designed to complement Planning, Engineering, Fire, and Public Works, the program offers selected commercial projects proactive guidance, advocacy, and facilitation to move efficiently from concept to completion. Its goal is to ensure developers not only navigate the permitting process successfully but also become well-integrated parts of the community from the start. In addition, the program establishes a structured feedback loop between developers, City departments, and the EDC — helping identify challenges, refine internal processes, and continuously enhance the overall development experience in Celina.

Program Goals

The Development Navigator Program is an economic development tool focused on:

- 1. Accelerating Projects:** Reduce uncertainty, streamline processes, and get commercial developments on the ground faster.
- 2. Enhance Developer Experience:** Provide clarity, predictability, and confidence to businesses investing in Celina.
- 3. Integrating Community:** Connect developers with local businesses, civic organizations, sponsorships, and volunteer opportunities.
- 4. Economic Incentive:** Provide support to projects aligned with Celina’s growth priorities through financial and/or non-financial means.
- 5. PR & Reputation:** Highlight Celina’s proactive, business-friendly approach at conferences, trade shows, and in outreach.
- 6. Relationship Building:** Establish relationships and open dialogue opportunities to escalate development-related challenges to the appropriate city liaison.

Program Scope and Structure

- The program will be administered by the EDC, with Ty Behringer, Business Development Associate, serving as the primary EDC liaison.
- Developers must apply by completing the application shown in **Exhibit A** and be selected. Selection ensures staff capacity is maintained and projects receive high-impact guidance.
- The EDC will coordinate with Planning, Engineering, Fire, and Public Works to maintain open communication channels and ensure smooth project flow.
- The EDC Board will approve metrics for the program.

Program Nature

- This is an incentive program, not a regulatory process.

- The Navigator Program provides advocacy, guidance, and facilitation, but does not override nor replace the City’s authority.
- The EDC does not override or alter any part of the official development process — it enhances the developer experience and encourages timely, high-quality outcomes.

Selection Metrics & Eligibility

Projects will be evaluated on qualitative and strategic factors, including:

Project Selection Criteria:

Category	Criteria	Rationale
Strategic Alignment	Commercial project supports master plan, target industries, or key growth areas	Ensures resources support high-impact, priority developments
Community Integration	Potential for sponsorships, volunteer programs, or local partnerships	Early engagement strengthens the local ecosystem
Developer Profile	Small or first-time developers	Encourages participation from developers who may need guidance
Economic Impact	Job creation, tax base growth, or additional investment	Maximizes measurable outcomes for Celina
Feasibility & Commitment	Completeness of proposal, financial readiness, realistic timeline	Ensures resources are focused on viable projects

Development Navigator Program – Key Benefits

- **Expedited Delivery:** Streamlined guidance reduces back-and-forth, gets projects on the ground faster, and fuels economic growth.
- **Stronger Developer Confidence:** Demonstrates Celina’s commitment to partnership and predictability, encouraging reinvestment and long-term relationships.
- **Developer Voice:** Establishes structured surveys and forums that give developers a direct voice.

- **Enhanced Community Connection:** Facilitates early engagement with local organizations, events, and business networks — reinforcing Celina’s relationship-driven, business-friendly ecosystem.
- **Public Relations & Brand Impact:** Positions Celina as a development-ready city and supports its brand promise.
- **Economic Growth & Recruitment Value:** Serves as a tangible example of Celina’s proactive approach to development, strengthening outreach efforts at trade shows, conferences, and recruitment events.

Performance & Reporting

The EDC will track program status and outcomes.

- Monthly status update to the EDC Board.
- Annual update on program outcomes.
- Number of projects selected and total investment value.
- Average time from application to final approval (baseline vs. Navigator projects).
- Developer satisfaction surveys, forums and close-out meetings.
- Jobs created and square footage developed.
- Community partnerships or sponsorships resulting from Navigator engagement.

This data will inform potential program expansion and future resource needs.

Future Growth & Scalability

The program will be launched as a pilot to manage volume and demonstrate impact. If successful, it could evolve into a dedicated full-time position, similar to peer programs in cities such as Allen, Plano, and Frisco.

The pilot phase will also test best practices in communication, cross-department coordination, and developer feedback loops.

***(anticipated)* Frequently Asked Questions (FAQ)**

1. Why do we need this program? Isn't this what Planning, Engineering, Fire, and Public Works already does?

Planning, Engineering, Fire, and Public Works ensures compliance and code adherence. The Navigator Program focuses on economic development — helping developers navigate the system more efficiently, align with community goals, and connect to local opportunities. It's an *enhancement*, not a replacement.

2. How do we ensure the EDC isn't interfering with the regulatory process?

The Navigator acts as an advocate, not an ombudsman, influencing development outcomes. Planning, Engineering, Fire, and Public Works retain full control of approvals.

3. How will projects be selected, and how do we ensure fairness?

Selection is by EDC invitation or application. Metrics include alignment with strategic goals, investment level, job creation potential, and community contribution. Selection decisions and results will be reported quarterly to maintain transparency.

4. Can staff handle the additional workload?

Yes. Ty Behringer will serve as the liaison, and the EDC will limit the number of active projects to ensure quality over quantity.

5. How will we measure success?

Performance will be measured through:

- Reduced processing timelines for Navigator projects.
- Developer satisfaction and repeat investment.
- Capital investment, job creation, and community engagement outcomes.
- Qualitative feedback from City staff and partner departments.

6. Is this a financial incentive?

No. It is an intangible incentive — a service-based value-add. Developers gain access to proactive guidance and community connection as part of their participation.

7. How does this impact Planning, Engineering, Fire, and Public Works staff?

Positively. The program reduces backtracking and resubmittals by preparing developers earlier in the process. It enhances communication, encourages collaboration, and creates central point of reference.

8. How does this program support Celina's brand and marketing?

This is a key PR and recruitment tool. It reinforces Celina's reputation as a forward-thinking, developer-friendly community. When showcased at conferences, it demonstrates that Celina offers not just opportunity — but *partnership*.

9. Is this a permanent program?

Initially, the program will operate as a pilot. Data and outcomes from the first year will guide whether it becomes a permanent function or evolves into a full-time position within EDC or a joint City initiative.

10. Does this require Council action or policy change?

No formal Council action is required at this stage. The EDC has authority to administer this as a program initiative. Coordination with the City Manager, Planning, Engineering, Fire, and Public Works ensures alignment and accountability.

Exhibit A

(Development Navigator Program Application)



Celina EDC Development Navigator Program

Application Form (Exhibit A)

Section 1 — Applicant Information

Developer / Company Name: _____

Primary Contact Person: _____

Title: _____

Phone: _____

Email: _____

Mailing Address: _____

Website (if applicable): _____

Section 2 — Project Information

Project Name / Working Title: _____

Project Address / Location: _____

Project Type (Commercial Mixed-Use Residential Industrial Other: _____)

Brief Project Description:

Total Estimated Investment (\$): _____

Estimated Start Date: _____

Estimated Completion Date: _____

Section 3 — Project Eligibility & Strategic Alignment

1. How does your project align with Celina’s master plan or target growth areas?

2. Describe your project’s expected economic impact (e.g., jobs created, tax base growth, investment).

3. How will your project engage or integrate with the local community (e.g., sponsorships, partnerships, volunteer efforts)?

4. Describe your team’s experience with similar projects.

5. Are you a small or first-time developer in Celina? (Yes No)

Section 4 — Feasibility & Readiness

Project Status (Concept Pre-Development Under Review Under Construction)

Key Milestones Achieved: _____

Primary Point of Contact with City Staff (if any): _____

Estimated Timeline to Certificate of Occupancy: _____

Section 5 — Requested Navigator Support

(Check all that apply)

Development process guidance

Department coordination

Site selection assistance

Business/community connections

EDC strategic support/incentive evaluation

Other: _____

Section 6 — Acknowledgment

The Development Navigator Program is an incentive-based support initiative administered by the Celina Economic Development Corporation (EDC). Participation does not alter or override any part of the official development process or regulatory requirements.

Signature: _____

Name & Title: _____

Date: _____

Submission Instructions

Submit this completed application to:

Celina Economic Development Corporation

Attn: Development Navigator Program

Email: navigator@celinaedc.com | Phone: 469-525-1002



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**ECONOMIC DEVELOPMENT CORPORATION REGULAR MEETING
BOARD OF DIRECTORS
112 N COLORADO ST
TUESDAY, NOVEMBER 4, 2025
12:00 PM
MINUTES**

I. CALL TO ORDER AND ANNOUNCE A QUORUM PRESENT:

President Bissett called the meeting to order at 12:01 PM.

Members Present:

President Clint Bissett
Vice President Andrew Donaldson
Secretary Cindy Peters
Treasurer Shane Lambert
Board Member Cody Hunter
Board Member Rocky Hussman
Board Member Ryan Wilcox

Members Absent:

None

II. OPEN FORUM

Open Forum is for information only. If you wish to speak, please inform the Presiding Officer. Speakers are limited to three (3) minutes. The Corporation can take no action. No charges and/or complaints will be heard against any appointed or elected official or employee of the city that are prohibited by law.

Please note Anyone wishing to furnish the Corporation with copies/handouts regarding their item of interest must provide 9 copies and present them to an employee for distribution to the Corporation.

III. EXECUTIVE SESSION:

As authorized by Section 551.071 of the Texas Government Code, the Regular Meeting may be convened into Closed Executive Session for the purpose of seeking confidential legal advice from the CEDC Attorney on any agenda item listed herein. (Closed to Public as provided in the Texas Government Code.)

CEDC Board convened into executive session at 12:02pm.

Section 551.087 of the Texas Government Code to discuss or deliberate regarding commercial or financial information that the CEDC has received from a business prospect, and or to deliberate the offer of a financial or other incentive with a business prospect.

1. Discussion regarding an incentive application for a development generally located at 1413 E. Sunset Blvd.
2. Discussion regarding downtown TIRZ projects.
3. Discussion regarding a possible development generally located at 311 N. Louisiana Dr.
4. Discussion regarding an incentive application for a development generally located at 201 W. Walnut St.

Reconvene into Open Session The Celina EDC will now reconvene into Regular Session pursuant to the provisions of Chapter 551 of the Texas Government Code to take any action necessary regarding the items discussed in executive session.

CEDC Board reconvened into open session at 1:31pm.

IV. PRESENTATION:

- A. Staff Updates
 Anthony Satarino spoke regarding the item.
 Melissa Thomas spoke regarding the item.
 Joshua McCarroll spoke regarding the item.

V. ACTION ITEM:

- A. Regular EDC Board Meeting Minutes - October 7, 12:00pm
 Upon a motion by Board Member Cody Hunter and a second by Board Member Ryan Wilcox, the Board voted seven (7) for and none (0) opposed to approve the Regular EDC Board Meeting Minutes - October 7, 12:00pm. The motion carried 7-0.
- B. Consider and act to approve a Resolution adopting the results of the Celina Economic Development Corporation and Downtown Celina's marketing and branding study. (Satarino)
 Upon a motion by Vice President Andrew Donaldson and a second by Treasurer Shane Lambert, the Board voted seven (7) for and none (0) opposed to approve a Resolution adopting the results of the Celina Economic Development Corporation and Downtown Celina's marketing and branding study. The motion carried 7-0.

VI. WORKSESSION:

- A. Discussion regarding the Local Business Support Program (LBSP).
 Andy Buffington spoke regarding the item.

VII. ADJOURNMENT:

President Bissett adjourned the meeting at 2:02 PM.

 President

 Date



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Economic Development
City of Celina, Texas

Memorandum

To: **Celina Economic Development Corporation Board of Directors**
From: Anthony Satarino, Executive Director of Economic Development
CC:
Initiated Economic Development Corporation
by:
Date: December 2, 2025
Re: Consider and act upon an Amendment to the Celina Economic Development Corporation's (CEDC) Budget which was adopted and approved by Council for fiscal year beginning October 1, 2025, and ending September 30, 2026, and make appropriations for each project, and account, by adopting an amended 2025-2026 budget for the CEDC reallocating funds between accounts. (Satarino)

Action Requested:

Consider and act upon an Amendment to the Celina Economic Development Corporation's (CEDC) Budget which was adopted and approved by Council for fiscal year beginning October 1, 2025, and ending September 30, 2026, and make appropriations for each project, and account, by adopting an amended 2025-2026 budget for the CEDC reallocating funds between accounts. (Satarino)

Background Information:

This item amends the Fiscal Year (FY) 2025-2026 CEDC Budget across a variety of funds to authorize additional expenditures. The amendment includes:

- An increase of \$1,250,000 to the incentives account (6680) for the Trinity Celina LLC incentive agreement that was paid on November 4, 2025.

Other relevant changes include:

- The "Marketing Downtown" account will be changed to "Destination Services" to align with the CEDC strategic framework adopted in March 2025.

- Update the interest income account (4400) from \$74,931.23 to \$75,540.00 to reflect the CEDC's FY 26 budget as approved by City Council.

This amendment requires final approval from City Council through an amendment to the Ordinance No. 2025-94 which adopted and approved the budget for the fiscal year.

Legal Review:

N/A

Supporting Documents:

1. EDCB - Action - Budget Amendment
2. FY 26 Budget Amendment - December 2025

Financial Consideration:

- An increase of \$1,250,000 to the incentives account (6680) for the Trinity Celina LLC incentive agreement that was paid on November 4, 2025.

Staff Recommendation:

Staff recommends approval.



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CEDC FY26 Budget Amendment

Open Session





Background

- The CEDC FY 2025-2026 budget was approved by City Council via Ordinance 2025-94 on September 9, 2025.
- Periodically, the CEDC may make an amendment to the budget to account for additional expenditures, allocate funds across accounts, or make other adjustments.



Budget Amendments

- This item amends the Fiscal Year (FY) 2025-2026 CEDC Budget across a variety of funds to authorize additional expenditures. The amendment includes:
 - An increase of \$1,250,000 to the incentives account (6680) for the Trinity Celina LLC incentive agreement payment that was paid on November 4, 2025.
- Other relevant changes include:
 - The "Marketing Downtown" account will be changed to "Destination Services" to align with the CEDC strategic framework adopted in March 2025.
 - Update the interest income account (4400) from \$74,931.23 to \$75,540.00 to reflect the CEDC's FY 26 budget as approved by City Council.
- This amendment requires final approval from City Council through an amendment to the Ordinance No. 2025-94 which adopted and approved the budget for the fiscal year.



Questions?

11/19/2025		Celina Economic Development Corporation - FY 26 Budget Amendment						
		FY 26 Budget Approved		FY 26 Budget Amended December 2025				
			% of income		% of income	% Change	\$ Change	Notes
Income								
REVENUE								
4100 · SALES TAX REVENUE	\$	3,368,430.00	101.74%	\$	3,368,430.00	101.72%		
4401 · CONTRA SALES TAX	\$	(182,500.00)	-5.51%	\$	(182,500.00)	-5.51%		
4400 · INTEREST INCOME	\$	74,931.23	2.26%	\$	75,540.00	2.28%	0.81%	608.77 *updated interest income to match City Council approved FY 25-26 CEDC Budget
4850 · PROCEEDS FROM BOND SALE	\$	-	0.00%	\$	-			
4851 · ISSUANCE OF NOTE	\$	-	0.00%	\$	-			
4720 · BOND PREMIUM	\$	-	0.00%	\$	-			
4799 · MISCELLANEOUS REVENUE	\$	50,000.00	1.51%	\$	50,000.00	1.51%		
Total REVENUE	\$	3,310,861.23	100.00%	\$	3,311,470.00	100.00%	0.02%	608.77
Total Income	\$	3,310,861.23	100.00%	\$	3,311,470.00	100.00%	0.02%	608.77
Expense								
PAYROLL								
6100 · SALARIES	\$	671,143.47	20.27%	\$	671,143.47	20.27%		
6150 · P/R TAX EXPENSE	\$	53,622.18	1.62%	\$	53,622.18	1.62%		
6151 · SUTA	\$	2,751.69	0.08%	\$	2,751.69	0.08%		
6154 · GROUP HEALTH INSURANCE	\$	108,859.47	3.29%	\$	108,859.47	3.29%		
6156 · RETIREMENT-TMRS	\$	93,295.58	2.82%	\$	93,295.58	2.82%		
6165 · PERFORMANCE INCENTIVE	\$	25,000.00	0.76%	\$	25,000.00	0.75%		
6168 · CAR ALLOWANCE	\$	4,800.00	0.14%	\$	4,800.00	0.14%		
Total PAYROLL	\$	959,472.38	28.98%	\$	959,472.38	28.97%		
LEGAL & PROFESSIONAL SERVICES								
6200 · ACCOUNTING SERVICES	\$	12,000.00	0.36%	\$	12,000.00	0.36%		
6230 · LEGAL	\$	30,000.00	0.91%	\$	30,000.00	0.91%		
6230 · AUDIT	\$	6,000.00	0.18%	\$	6,000.00	0.18%		
6232 · EXECUTIVE RECRUITMENT	\$	-	0.00%	\$	-			
Total LEGAL & PROFESSIONAL SERVICES	\$	48,000.00	1.45%	\$	48,000.00	1.45%		
UTILITIES								
6502 · CELL PHONES	\$	2,400.00	0.07%	\$	2,400.00	0.07%		
6520 · UTILITIES	\$	5,430.00	0.16%	\$	5,430.00	0.16%		
6550 · OFFICE RENT	\$	76,052.55	2.30%	\$	76,052.55	2.30%		
Total UTILITIES	\$	83,882.55	2.53%	\$	83,882.55	2.53%		
GENERAL & ADMINISTRATIVE								
6311 · SOFTWARE	\$	54,882.00	1.66%	\$	54,882.00	1.66%		
6601 · EQUIPMENT RENTAL	\$	3,060.00	0.09%	\$	3,060.00	0.09%		
6610 · COMPUTER HARDWARE	\$	8,000.00	0.24%	\$	8,000.00	0.24%		
6620 · OFFICE SUPPLIES	\$	15,000.00	0.45%	\$	15,000.00	0.45%		
6626 · POSTAGE	\$	1,500.00	0.05%	\$	1,500.00	0.05%		
6629 · GENERAL INSURANCE	\$	1,000.00	0.03%	\$	1,000.00	0.03%		
6650 · MEMBERSHIP, DUES & SUBSCRIPTION	\$	25,000.00	0.76%	\$	25,000.00	0.75%		
6662 · TRAINING, SCHOOLS, & SEMINARS	\$	35,000.00	1.06%	\$	35,000.00	1.06%		
6670 · TRAVEL & LODGING	\$	40,000.00	1.21%	\$	40,000.00	1.21%		
6675 · MEALS & ENTERTAINMENT	\$	20,000.00	0.60%	\$	20,000.00	0.60%		
6676 · MARKETING EVENTS	\$	50,000.00	1.51%	\$	50,000.00	1.51%		
6677 · MAKETING/ADVERTISING	\$	256,345.00	7.74%	\$	256,345.00	7.74%		
6678 · DESTINATION SERVICES	\$	45,000.00	1.36%	\$	45,000.00	1.36%		
6680 · INCENTIVES	\$	565,500.00	17.08%	\$	1,815,500.00	54.82%	221.04%	1,250,000.00 *Renamed account "Downtown Marketing" to "Destination Services" *Includes the addition of \$1.25M Trinity Celina LLC incentive payment made by the CEDC on 11/4/2025
6643 · BOND ISSUANCE COST	\$	-	0.00%	\$	-			
6685 · SPECIAL PROJECTS	\$	150,000.00	4.53%	\$	150,000.00	4.53%		
6687 · BUSINESS RETENTION	\$	40,000.00	1.21%	\$	40,000.00	1.21%		
Total GENERAL & ADMINISTRATIVE	\$	1,310,287.00	39.58%	\$	2,560,287.00	77.32%	95.40%	1,250,000.00
OTHERS USES & TRANSFERS								
6950 · DEBT SERVICE	\$	594,137.00	17.95%	\$	594,137.00	17.94%		
6995 · TRANSFERS TO CHAMBER	\$	25,000.00	0.76%	\$	25,000.00	0.75%		
7100 · DOWNTOWN TIRZ #11	\$	110,000.00	3.32%	\$	110,000.00	3.32%		
7200 · PURCHASE OF LAND	\$	1,000,000.00	30.20%	\$	1,000,000.00	30.20%		
7500 · IN-KIND TRANSFER OUT CITY	\$	30,000.00	0.91%	\$	30,000.00	0.91%		
Total OTHERS USES & TRANSFERS	\$	1,759,137.00	53.13%	\$	1,759,137.00	53.12%		
Total Expense	\$	4,160,778.93	125.67%	\$	5,410,778.93	163.40%	30.04%	1,250,000.00
Net Income	\$	(849,917.70)	-25.67%	\$	(2,099,308.93)	-63.40%	147.00%	(1,249,391.23)
Beginning Working Capital - October 1	\$	2,724,772.17		\$	2,724,772.17			
Ending Working Capital - September 30	\$	1,874,854.47		\$	625,463.24		-66.64%	(1,249,391.23)