




# **Marshall**

**ECONOMIC DEVELOPMENT**

**Quarterly Report**  
**April - June 2025**



# TABLE OF CONTENTS



<b>3</b>	Table of Contents
<b>4</b>	Introduction
<b>5</b>	Project Updates
<b>6</b>	Featured Properties
<b>8</b>	Quarterly Priorities
<b>13</b>	Program of Work
<b>16</b>	Looking Ahead
<b>17</b>	Financials
<b>22</b>	Estimated Cash Flow Worksheet

# INTRODUCTION

Marshall Economic Development (MED) adopted a Program of Work that outlines a strategic and structured approach to achieving our organizational goals and fulfilling our mission over the coming period. The Quarterly Report describes the current progress made toward achieving those established goals and objectives.

## MISSION STATEMENT

Our primary purpose is to act as a catalyst for the City of Marshall in support of economic development initiatives. Our mission is to drive sustainable economic growth by creating and supporting primary jobs, fostering the retention and expansion of existing businesses, and attracting new businesses to our community. We aim to build a vibrant economy by securing new investments and forming strong, collaborative partnerships at the local, regional, state, and national levels. Through strategic recruitment and a business-friendly environment, we are committed to strengthening our economy, enhancing job opportunities, and ensuring long-term prosperity through innovation job creation, and effective partnerships. We endeavor to build inclusive local participation, capacity, and leadership to improve our citizens' well-being, wealth, and opportunities.

## Board of Directors



**Colin Brady**  
*Chairman*



**Keith Hill**  
*Vice-Chairman*



**Orlando Valle**  
*Secretary/Treasurer*



**Amy Hooper**  
*Director*

## Staff



**Rush Harris CEcD**  
*Executive Director*



**Dr. Felecia Herndon  
CEcD**  
*Vice President*



**Teresa Wright**  
*Assistant to the  
Executive Director*



**Amber Thibodeaux**  
*Marketing and  
Communications  
Associate*



**Heather Hill**  
*Administrative  
Coordinator*

# PROJECT UPDATES

As of June 30, 2025, Marshall Economic Development (MED) was in negotiations on two recruitment and expansion projects. The potential impact of these projects is shown in the table below:

Targeted Investment	Target Jobs
\$337,000,000	65

In addition to the projects above, MED also maintains a pipeline of leads on potential projects that staff will continue cultivating to reach a successful outcome. The potential impact of these projects reflects targeted investment totaling \$25M and 252 new jobs.

LEADS
<p>MED staff cultivated 4 actionable leads.</p> <p>Leads are contacts that have completed a data form and requested additional information regarding economic development programs, incentives, and/or sites.</p> <p>MED staff generate leads through internal and external marketing efforts, in addition to those that are provided through the Officer of the Governor and other sources.</p>

To effectively drive economic growth and attract new business opportunities, Marshall Economic Development (MED) employs a strategic blend of internal and external marketing efforts designed to generate strong, qualified leads and elevate the visibility of our community to site selectors, consultants, and decision-makers.

**Internally**, our marketing efforts include the development of targeted materials such as real estate flyers, project-specific prospectuses, and a soon-to-be-released MED magazine that will highlight local assets, success stories, and workforce advantages. We are also in the process of redesigning our website to improve functionality, streamline content, and enhance user experience for businesses and stakeholders seeking information.

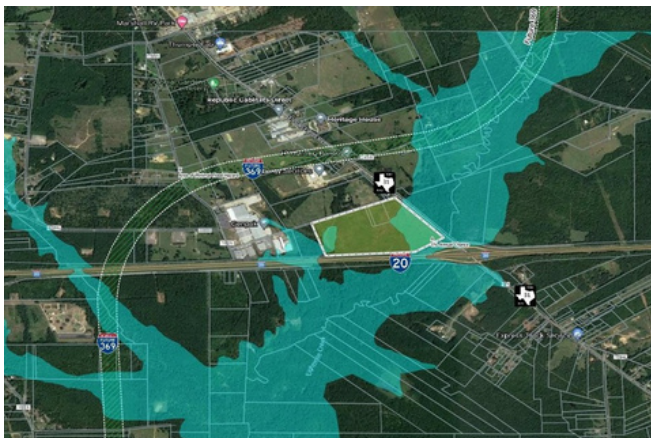
**Externally**, we continue to amplify our presence through digital platforms, particularly LinkedIn and Facebook, where we’ve seen consistent month-to-month growth. These platforms serve as vital tools for sharing project updates, celebrating local wins, and building a strong digital footprint. Additionally, we engage in direct outreach, participate in regional and national economic development conferences, and collaborate with consultants and partner agencies to expand our reach.

Looking ahead, our marketing efforts will remain tightly aligned with our strategic plan, ensuring that lead generation activities are focused, data-driven, and responsive to the evolving priorities of our target industries.

# FEATURED PROPERTIES

## I-20 & Hwy n31 along Brown Rd (~78.5 ac less ROW)

Description	Cost
Phase 1 - Detailed Flood Study of Eight Mile Creek	\$75,000.00
Phase 2 - Conceptual Master Plan	\$60,000.00
3rd Party Contracts through Engineer Coordination	
Environmental & Wetlands Delineation	\$17,500.00
Endangered Species Study	\$3,500.00
Archaeological Determination	\$1,000.00
Jurisdictional Determination by USACE	\$4,000.00
Phase 1 Environmental	\$5,000.00
Phase 2 Environmental	\$5,000.00
Conceptual Design Drawings for Monument Sign	\$15,000.00
Geotechnical Soils Investigation	\$20,000.00
3D Rendering	\$18,000.00
Contingencies	\$26,000.00
<b>Total Not to Exceed</b>	<b>\$250,000.00</b>





# FEATURED PROPERTIES

## Five Notch Property (~35ac)

Description	Cost
Civil Engineering Demolition Bid	\$15,000.00
Mass Grading Civil Design	\$80,000.00
3rd Party Contract through Engineer Coordination	
3D Rendering	\$18,000.00
Phase 1 Environmental	\$5,000.00
Contingencies	\$12,000.00
<b>Total Not to Exceed</b>	<b>\$130,000.00</b>



# QUARTERLY PRIORITIES

## **Strategic Plan Development**

Marshall Economic Development (MED) will begin working with Boyette Strategic Advisors, a nationally respected economic development consulting firm headquartered in Little Rock, Arkansas, to develop a comprehensive strategic plan for the organization and the Marshall community.

Following a competitive proposal process, Boyette Strategic Advisors was selected based on their extensive experience and successful track record in guiding communities through strategic planning efforts across Texas and the southeastern United States.

The strategic plan will serve as a roadmap for MED's economic development efforts over the next several years. It will include in-depth analysis of local and regional assets, workforce capabilities, and target industry opportunities. The planning process will also involve stakeholder engagement to ensure the final strategy reflects the priorities of community leaders, employers, and residents.

Work is scheduled to begin in August, with project milestones including stakeholder interviews, competitive benchmarking, SWOT analysis, and the identification of actionable initiatives to support business attraction, workforce development, infrastructure readiness, and marketing.

The final plan is expected to be delivered by year-end and will help position Marshall for sustainable economic growth and long-term competitiveness.

## **Staff Development**

During the past quarter, Marshall Economic Development (MED) experienced notable advancements in staff growth and professional development.

Dr. Felecia Herndon was promoted to Vice President in recognition of her leadership and contributions to the organization's strategic initiatives. Heather Hill, previously part-time, joined the team as a full-time Administrative Coordinator, bringing continuity and expanded support to daily operations. Amber Thibodeaux, Marketing and Communications Associate, completed the Basic Economic Development Course, further strengthening MED's marketing and business recruitment capabilities.

In addition to their core responsibilities, MED staff members are actively leading and managing various internal committees. These leadership roles contribute to organizational effectiveness and ensure continued collaboration with key partners.



# QUARTERLY PRIORITIES

## Board Development

Marshall Economic Development (MED) Board conducted interviews to fill a vacant board position. After a thorough review of several qualified candidates, the board recommended Doug Lewis. Mr. Lewis has over 20 years of experience in the manufacturing industry, holds a Business degree from Texas A&M University, and has previously served two terms on the Marshall City Council. His background in both industry and public service capacities positions him well to support MED's mission and strategic direction. His appointment was approved by the Marshall City Council on July 10, 2025.

The Marshall Economic Development (MED) will begin working with the board and council members to attend future economic development and sales tax training programs.

## Business Services

Marshall Economic Development (MED) remains dedicated to fostering a thriving, diverse, and resilient local economy. Through a range of programs and initiatives, we deliver comprehensive economic development services that support existing businesses, promote entrepreneurship, and attract new investment to the Marshall community. These efforts are driven by strategic incentives, customized support, and collaborative partnerships.

## Core Service Areas

- **Support for Existing Businesses:**

MED provides ongoing technical assistance and referrals to the Small Business Development Center (SBDC), promotes workforce development through the WE Align Group, and increases access to capital via internal grant programs and partnerships with organizations such as Greater Texas Capital Corporation and Greater Texas Capital Community Finance (CDFI).

- **New Business Development:**

We support entrepreneurs through business planning assistance, marketing strategy development, advocacy for business-friendly policies, improved access to funding sources, and expanded networking opportunities.

- **Business Recruitment and Attraction:**

MED conducts targeted marketing and outreach campaigns, offers site selection assistance, and develops customized incentive packages to attract high-quality employers and capital investment to the area.

By aligning our services with community priorities and broader economic trends, Marshall Economic Development (MED) aims to create a supportive environment where businesses can start, grow, and thrive. These efforts are central to stimulating job creation, expanding the local tax base, and enhancing the overall quality of life for Marshall residents.

# QUARTERLY PRIORITIES

## Workforce Development

During the second quarter of 2025, Marshall Economic Development (MED) advanced several workforce development initiatives focused on strengthening employer-led training, improving alignment between education and industry, and expanding the local talent pipeline.

### Key Activities and Outcomes:

- **Employer-Based ESL Training:**

In April, the MED Board approved a training grant to support Republic Elite in developing a work-based English as a Second Language (ESL) program for over 50 employees. The program is being delivered in partnership with Panola College and is designed to improve workplace communication and productivity.

- **WorkKeys Program Pilot Launch:**

MED is preparing to launch a beta test of the ACT WorkKeys program, a standardized assessment tool used by employers—particularly in the manufacturing sector—to evaluate and match job candidates to specific roles. MED is currently in the process of identifying a certified WorkKeys Job Profiler to assess positions at Thumper Fab, Republic Elite, and Prysmian. MED will cover the cost of all related testing.

- **CTE Student Recognition Program:**

MED continues its partnership with Marshall ISD, Prysmian, and the Marshall News Messenger to recognize outstanding high school students in Career and Technical Education (CTE). During Q2, Alora Jade Green (Criminal Justice) and Cameron Archield (Educational Training and Criminal Justice) were honored as CTE Students of the Month. Each received a \$250 gift card, certificate, commemorative plaque display, and media recognition.

These efforts reflect MED's commitment to supporting workforce readiness and addressing employer needs through targeted, collaborative initiatives.

## WE Align

During the second quarter, WE Align made meaningful progress in strengthening collaboration between the education, industry, and economic development sectors.

A major milestone this quarter was the formal adoption of the WE Align Bylaws. This important step establishes a clear structure for the group's operations and governance, ensuring its long-term sustainability and alignment with MED's strategic goals.

# QUARTERLY PRIORITIES

WE Align also welcomed Glenn Best, Workforce Development Consultant with net.America, for a presentation on the U.S. Department of Labor's Registered Apprenticeship Program. The program supports career pathways in critical sectors such as healthcare, energy, and IT, and is nationally recognized for its 92% employee retention rate.

In an effort to enhance engagement, the group has shifted its meeting format to prioritize collaborative discussion over traditional presentations. This change is fostering stronger dialogue and more effective information sharing among partners. Recent highlights include:

- Panola College's request for funding to support its ESL program;
- MISD's update on the progress of its new CTE facility;
- ETBU's rollout of internship opportunities for the upcoming academic year.

The Healthcare Committee has also begun planning for an expanded Healthcare Resource Fair, to be held during the July MASH Bash, with a focus on community outreach and blood donation awareness.

Overall, WE Align continues to play a critical role in aligning regional workforce strategies with the evolving needs of employers and educational institutions—furthering our mission to support sustainable economic growth in Marshall.

## Marketing

- **Economic Summit:**  
MED hosted its 3rd Annual Economic Summit with approximately 150 attendees. The event seeks to grow in size and impact, serving as a key platform for regional economic updates and stakeholder engagement.
- **Website Redesign:**  
A full redesign is underway. The new look is live, with continued work on updating and streamlining content to better serve business prospects and partners.
- **Marketing Materials:**  
Ongoing development of real estate flyers, promotional booklets, and the first MED Magazine—a new publication highlighting success stories and strategic initiatives.
- **Social Media Growth:**  
WE have had an increase of 42 followers on Facebook, 40 on LinkedIn, & 2 on Instagram. Our Social Media presence is continuing to increase, especially in views.
- **Community Partnerships:**  
MED is working with the Chamber on future events, including a small business-focused initiative currently in development.
- **Branded Materials (SWAG):**  
New highlighters, Sharpies, and blazer pins have been added to MED's promotional inventory, with plans to expand further for outreach and event use.

# QUARTERLY PRIORITIES

## Real Estate/Site Development

- **Engineering Assessments Underway**  
Initiated evaluations on two EDC-controlled properties to determine infrastructure needs and guide future site readiness efforts.
- **Preparing Sites for Target Industries**  
Planning infrastructure improvements to ensure our sites meet the evolving demands of industries such as advanced manufacturing and logistics.
- **Private Site Monitoring**  
Ongoing review of privately-owned properties with development potential to support industrial and commercial growth.
- **Redevelopment Opportunities**  
Assembling an inventory of low-value and blighted properties for potential redevelopment to higher and better economic uses.
- **Incentive Coordination**  
Collaborating with local taxing entities to structure incentives that encourage both public and private sector participation in site development.
- **Community Housing Study**  
Assist the City with initiating a housing study to identify gaps in the local housing market and support efforts to meet workforce housing needs.
- **Strategic Alignment**  
Ensuring site development priorities align with the broader strategic plan currently underway to support business recruitment and investment readiness.

# 2025 PROGRAM OF WORK

Strategy	Task	Activity	Goal	Who	When Completed	Status
<b>Retention/Expansion</b>						
	Business/Education Council	WE Align	Manage Council	Executive Director, Staff	Ongoing/ monthly	Last completed for June meeting
	Skilled labor program development	High wage, high demand grant	Partner with Marshall ISD, TSTC	Executive Director, Staff	1st Qtr 2025	Complete, waiting on City Approval
	Support legislative/regulatory economic development issues	I-69 Appropriation	Write letters of support	Executive Director	2nd Qtr 2025	Complete
	Develop MED Strategic Plan that promotes the expansion of local industry	Select Strategic Plan Consultant	Begin strategic planning process	Executive Director, Staff	2nd Qtr 2025	Pre-launch meetings held in July
<b>New and Small Business Development</b>						
	Coordinate with other small business assistance groups	Actively refer small businesses for assistance	1-5 referrals	Executive Director, Vice President	1st Qtr 2025	Referred three business to SBDC
	Promote and expand COB program	Develop COB program guidelines document	Finalize application	Executive Director, Vice President	2nd Qtr 2025	Ongoing
	Develop an MED Revolving Loan Fund (RLF)	Allocated \$100,000 in FY25 budget	Complete policy	Vice President	3rd Qtr 2025	Ongoing

# 2025 PROGRAM OF WORK

Strategy	Task	Activity	Goal	Who	When Completed	Status
<b>Targeted Marketing</b>						
	Attend Texas Economic Development Council (Texas EDC) meetings	Annual meeting attendance	Attend 2-3 meetings	Executive Director, Vice President	4th Qtr 2025	Next Meeting October 2025
	Grow and manage MED's social media presence	Active on Facebook, LinkedIn, and YouTube	Increase brand awareness	Mark/Comm Aso., Staff	2nd Qtr 2025	48 Posts. Followers= +42 (FB) +40 (LK) +2 (IG)
	Redesign the MED website	Work with Golden Shovel on website design	Improve/enhance content	Mark/Comm Aso., Staff	2nd Qtr 2025	Complete
<b>Incentives/Infrastructure</b>						
	Package incentive projects with Harrison County	Negotiating agreement for Project Crawford	Develop 1-2 incentive 381 agreements	Executive Director, Vice President	Ongoing	Pending Company Signature
	Market Defense property	Negotiated Lease Agreement with Defense Contractor	Finalize Agreement	Executive Director Vice President	1st Qtr 2025	Pending acceptance of final changes by company
	Manage MED-owned real estate	Site assessments and due diligence	Identify current infrastructure needs	Executive Director, Vice President	2nd Qtr 2025	Engineering Study Approved Ongoing
	Administer Harrison County Enterprise Zone project	Complete annual EZ Mandatory report	Assist with Zone compliance	Vice President	4th Qtr 2025	Report due October 2025
	Fully implement Impact Datasource economic research dashboard	Analyze economic impact of MED projects	Develop reports on incentives for potential projects	Executive Director, Vice President	Ongoing	Analyses completed on three projects Ongoing



# 2025 PROGRAM OF WORK

Strategy	Task	Activity	Goal	Who	When Completed	Status
<b>Administrative Activities</b>						
	Provide Work Program updates to the Board of Directors and City of Marshall	Manage tasks	Provide quarterly updates	Executive Director, Staff	2nd Qtr 2025	Status updates completed monthly
	Update Board of Directors	Prepare for monthly board meetings	Complete Board packets, progress reports, and financials	Executive Director, Staff	Ongoing/ monthly	Last completed for June meeting
	Hold monthly committee meetings	Develop committee reports and provide updates	Provide staff support for Board of Directors committees	Executive Director, Staff	Ongoing/ monthly	Committee meetings held in June
	Attend Basic Economic Development Institute	Attend BEDC and acquire completion certificate	Provide Economic Development training for new professionals	Mark/Comm Aso.	2nd Qtr 2025	Complete
	Attending City Council Meetings	Weekly City directors meeting & City Council Meetings	Share Information & updates	Executive Director	Ongoing	Last attended July 24

# LOOKING AHEAD

This year, Marshall Economic Development (MED) is focused on developing new partnerships that enhance our efforts to align education with workforce needs. The cornerstone of our economic development strategy is collaboration. With that in mind, we press forward with purpose—laser-focused on achieving the highest standards of professionalism and service. Every initiative we pursue is rooted in a long-term vision that reinforces MED’s commitment to community growth, talent development, and economic sustainability.

## **Strategic Planning**

As we look to the future, the comprehensive strategic plan underway will serve as our roadmap for growth. With Boyette Strategic Advisors now engaged, MED is preparing to undertake a thorough analysis of current assets, gaps, and opportunities. The final plan will include actionable recommendations that will strengthen our competitive position, guide resource allocation, and inform workforce and industry alignment. This strategic framework will empower MED and its partners to act with clarity and confidence in the years ahead.

## **Brand Awareness**

Elevating the MED brand remains a priority. Our website redesign is progressing, with new content and design aimed at showcasing assets, opportunities, and success stories more effectively. Updated marketing collateral, including real estate flyers, project booklets, and a forthcoming MED magazine will offer fresh touchpoints for prospects and partners. Social media outreach continues to grow steadily, especially on LinkedIn and Facebook, further amplifying our visibility to targeted audiences across the region and beyond.

## **Purposeful Stakeholder Engagement**

Meaningful engagement with our stakeholders is key to ensuring alignment and shared success. MED continues to foster relationships with local employers, educators, community partners, and regional organizations to better understand their needs and priorities. Plans are underway for collaborative events with the Marshall Chamber, including a small business-focused program. New branded promotional materials are being deployed to reinforce our identity and presence in the community, while new partnerships are being explored that support inclusive economic growth.

## **Continued Momentum**

Looking ahead, MED will remain adaptive and intentional in all efforts—seizing new opportunities, strengthening our collaborative networks, and advancing a clear vision for economic development in Marshall and Harrison County. While we remain committed to increasing the alignment between business and education, we have not forgotten other important components of an effective economic development strategy: primary job creation, retention and expansion and infrastructure development. We will continue our efforts to attract new businesses and promote local employers. Our commitment to service, integrity, and impact will continue to guide every decision and initiative as we build for the future.

# FINANCIALS

COMBINED BALANCE SHEET					
JUNE 30 <sup>TH</sup> 2025					
	GOVERNMENTAL FUND TYPES			ACCOUNT GROUPS	
	Economic Development Fund	Debt Service Fund	General Long-Term Debt	General Fixed Asset	Totals (Memorandum Only)
<b>ASSETS</b>	\$	\$	\$	\$	\$
Cash	255,174.05				255,174.05
Savings Account	3,269,426.61				3,269,426.61
Temporary Cash Investments	3,546,710.51				3,546,710.51
Certificate of Deposit	2,545,149.31				2,545,149.31
Accounts Reciveivable -					
City of Marshall	218,691.60				218,691.60
Fixed Assets				20,594,718.46	20,594,718.46
<b>TOTAL ASSETS</b>	<u>9,805,152.08</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>20,594,718.46</u>	<u>30,399,870.54</u>
<b>LIABILITIES AND FUND EQUITY</b>					
<b>LIABILITIES:</b>					
Accounts Payable	\$15,953.95		\$0.00		\$15,953.95
<b>TOTAL LIABILITIES</b>	<u>\$15,953.95</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$15,953.95</u>
<b>FUND EQUITY</b>	\$	\$	\$	\$	\$
Fund Balance:					
Reserved					
Unreserved	9,214,050.09				9,214,050.09
Investment in General					
Fixed Assets				20,594,718.46	20,594,718.46
Current Revenue Over (Under)	575,148.04				575,148.04
Expenditures & Transfers					
Total Fund Equity	9,789,198.13	0.00	0.00	20,594,718.46	30,383,916.59
<b>TOTAL LIABILITIES AND FUND EQUITY</b>	<u>9,805,152.08</u>	<u>\$0.00</u>	<u>\$0.00</u>	<u>\$20,594,718.46</u>	<u>30,399870.54</u>

# FINANCIALS

## STATEMENT OF REVENUE AND EXPENDITURES

JUNE 30<sup>TH</sup> 2025

		One Month	Six Months
		Ended 6/30/25	Ended 6/30/25
<b><u>REVENUES:</u></b>		\$	\$
Sales Tax Revenue		204,140.82	1,250,786.48
Interest Income		32,093.85	175,458.81
Property Sale Income			80,603.80
Rental Income			6,000
	Total Revenues	236,234.67	1,512,849.09
<b><u>EXPENDITURES:</u></b>			
<b>Administration</b>		\$	\$
Board & Staff Meeting & Reception		872.18	18,307.63
Conference, Training & Travel		2,022.11	4,485.25
Contractual and Professional Services		22,788.30	71,744.14
Memberships, Dues, & Fees		847.00	5,605.86
Office		5,736.84	75,174.23
Human Resources			-
<b>Business Retention &amp; Expansion</b>			
BRE/W Meeting and Conferences		1,420.00	76,124.85
BRE/W Special Projects			-
Data Support		6,117.79	21,058.91
BRE Memberships			
Small Business Resources		688.20	4,129.20
<b>Capital Costs</b>			
1108 Commerce		28,195.28	32,074.21
2660 E End Blvd S			
305 Pinecrest			
7300 Regency		20,204.46	84,667.48
Gateway Park		501.24	1,658.47
I-20 & Hwy 31 Park			
Five Notch Park			
Marshall Business Park		238.40	1,079.38
Strategic Development Improvement Plan			
2400 E End Blvd S		476.94	2,446.52

# FINANCIALS

## STATEMENT OF REVENUE AND EXPENDITURES CONTINUED

<b>Debt Service</b>			
Commercial Loan			
<b>Direct Business Incentives</b>			
Community Grant Programs			62,192.28
Community Loan Programs			
Primary Job Fund			2,700.00
Workforce Development Fund		12,074.57	13,905.09
<b>Job Training</b>			
4A Prevailing Wage			
Other Prevailing Wage			
<b>Marketing and Promotions</b>			
Campaigns		3,263.44	6,929.39
Community Development Projects			
External General Market Channels			2,500.00
Internal General Market Channels			9,065.00
Promotional Partnership Dues			6,355.92
Recruitment Marketing			(92.50)
Marketing Tools		579.61	7,110.04
Miscellaneous Marketing			
<b>Personnel</b>			
FICA Benefits			
Life Insurance			
Health/Dental			
Salary		50,517.43	399,480.03
TMRS		(2,367.53)	25,811.67
Transportation Allowance			4,100.00
Unemployment Insurance			(912.00)
Workers' Compensation			
Payroll Taxes			

# FINANCIALS

## STATEMENT OF REVENUE AND EXPENDITURES

**JUNE 30<sup>TH</sup> 2025**

		One Month	Three Month
		Ended 4/30/25	Ended 4/30/25
<b>EXPENDITURES CONTINUED:</b>			
<b>Other Expenses</b>			
Property Taxes (Non-Capital Cost)			
Transfers			
	Total Expenditures	\$154,176.26	\$937,701.05
Excess (Deficiency) of Revenue Over Expenditures			
Before Other Financing Sources and (Uses)		82,058.41	575,148.04
Fund Balance Beginning of Period		9,707,139.72	9,214,050.09
Fund Balance End of Period		9,789,198.13	9,789,198.13

## Investment Portfolio

**JUNE 30<sup>TH</sup> 2025**

			Current
		Balance	Yield
	Investment		Current
	Category	Balance	Yield
TexPool			
Operating	Operating	\$3,546,710.51	4.2970%
Texas Bank & Trust			
Operating	Savings	\$3,269,426.61	3.7200%
Operating	C.D.	\$2,545,149.31	3.7500%
<b>Total Investments</b>		<b>\$9,361,286.43</b>	



# FINANCIALS

## Quarterly Report on Investments

**JUNE 30<sup>TH</sup> 2025**

Fund Description	Purchase Date	Maturity Date	Interest rate	Book Value 3/31/2025	Market Value 3/31/2025
<b>GENERAL FUND</b>					
<b>Investment Pools:</b>					
TexPool	Various	N/A	4.2970%	\$3,397,083.50	\$3,397,083.50
<b>Savings Account:</b>					
Texas Bank & Trust	Various	N/A	3.7200%	\$3,221,397.79	\$3,221,397.79
<b>Certificates of Deposit:</b>					
Texas Bank & Trust	4/3/2024	4/3/2025	3.7500%	\$2,521,831.01	\$2,521,831.01
<b>Total All Funds</b>				<b>\$9,140,312.30</b>	<b>\$9,140,312.30</b>

## Quarterly Report on Investments Continued

Fund Description	Additions	Interest Earned	Transfer Disbursements	Book Value 6/30/2025	Market Value 6/30/2025
<b>GENERAL FUND</b>					
<b>Investment Pools:</b>					
TexPool	\$627,141.67	\$36,871.51	\$514,386.17	\$3,546,710.51	\$3,546,710.51
<b>Savings Account:</b>					
Texas Bank & Trust		\$48,028.82		\$3,269,426.61	\$3,269,426.61
<b>Certificates of Deposit:</b>					
Texas Bank & Trust		\$23,318.30		\$2,545,149.31	\$2,545,149.31
<b>Total All Funds</b>	<b>\$627,141.67</b>	<b>\$108,218.63</b>	<b>\$514,386.17</b>	<b>\$9,361,286.43</b>	<b>\$9,361,286.43</b>

# ESTIMATED CASH FLOW WORKSHEET

	Budgeted 1/1/25	Estimated 1/1/26	Estimated 1/1/27	Estimated 1/1/28	Estimated 1/1/29
<b>Revenues</b>	-		-		-
<b>Sales Tax Revenue</b>	2,500,000	2,500,000	2,550,000	2,550,000	2,575,000
<b>Interest &amp; Investments Income</b>	170,000	170,000	170,000	170,000	170,000
<b>Property Sale Income</b>	-	-	-	-	-
<b>Rental Income</b>	162,000	162,000	162,000	162,000	162,000
<b>Restricted Funds from Reserves</b>	-		-		-
<b>Transfer from Debt Services</b>	-		-		-
<b>Transfer from Reserves</b>	-	-	-	-	-
<b>Miscellaneous Income</b>	-	-	-	-	-
<b>Total Revenues</b>	<b>2.832.000</b>	<b>2.832.000</b>	<b>2.882.000</b>	<b>2.882.000</b>	<b>2.907.000</b>

# ESTIMATED CASH FLOW WORKSHEET

	Budgeted 1/1/25	Estimated 1/1/26	Estimated 1/1/27	Estimated 1/1/28	Estimated 1/1/29
<b>Expenditures</b>	-		-		-
Administration	229,094	247,970	255,570	250,870	253,270
Board & Staff Meeting & Receptions	3,600	6,100	6,100	6,100	6,100
Conference, Training, & Travel	20,000	23,000	23,000	23,000	25,000
Contractual & Professional Services	118,644	127,900	134,400	130,700	130,900
Memberships, Dues, Fees	7,450	7,650	7,650	7,650	7,650
Office	79,400	83,320	84,420	83,420	83,620
Human Resources	-	-	-		-
Business Retention & Expansion	113,780	125,380	125,380	125,380	125,380
Capital Costs	422,475	303,495	303,495	304,295	303,495
Debt Service	-	-	-		-
Direct Business Incentives	998,250	998,250	998,250	998,250	998,250
Job Training	50,000	50,000	50,000	50,000	50,000
Marketing & Promotion	225,705	225,705	225,705	225,705	225,705
Personnel	790,800	857,600	882,500	904,500	938,500
Other Expenses	-	-	-		-
<b>Total Expenditures</b>	2,830,104	2,808,400	2,840,900	2,859,000	2,894,600
<b>Net Revenue Before Transfers</b>	1,896	23,600	41,100	23,000	12,400
Current Year Fixed Asset Additions	-		-		-
Transfers To/From EDC	-		-		-
Prior Year Audit Adjustment	-		-		-
<b>Net Revenue After Transfers</b>	1,896	23,600	41,100	23,000	12,400



**Marshall**  
ECONOMIC DEVELOPMENT

**100 North Bolivar Street, Suite 206 Marshall, TX 75670**

**Phone: (903) 934-8035**

**[rushharris@marshalledc.org](mailto:rushharris@marshalledc.org)**