

Lawton-Fort Sill Economic Development Corporation Board Meeting

Lawton City Hall, Banquet Room, 212 SW 9th Street, Lawton, Oklahoma
December 14, 2020, at 4:00 p.m.

AGENDA

- I. Call to Order/Roll Call**
- II. Introduction of Guests**
- III. Consider approval of November 9, 2020 Minutes**
ACTION: Motion to approve/amend/disapprove October 19, 2020, minutes.
- IV. Consider approval of October and November 2020 Financials**
ACTION: Motion to approve/amend/disapprove October and November 2020 Financials.
- V. Reports:**
 - President's Report*
 - RFP Chart
 - Current and Upcoming Events
 - Westside Industrial Park
 - Professional Development - InSite
 - Chairman's Report*
 - LEDC Economic Development Tax Committee
 - LEDC Executive Committee
 - Comprehensively exploring sources of Economic Development Grants and Funding
 - Brad Cooksey's Review
 - Partner Updates*
- VI. Business:**
 - A. Consider approval of monthly activity report**
ACTION: Motion to approve/amend/disapprove monthly activity report.
 - B. Consider approval of convening into Executive Session to discuss the following:**
 - i. Economic Development as allowed by the Oklahoma Open Meeting Act Laws 1977, c. 214, § 1, eff. Oct. 1, 1977; 25 O.S. 307.C.11**
 - ii. Personnel Matters pertaining to President Brad Cooksey as allowed by the Oklahoma Open Meeting Act Laws 1977, c. 214, § 1, eff. Oct. 1, 1977; 25 O.S. 307.B.1.**
 - C. Consider any action as a result of Executive Session.**
- VII. New Business**
- VIII. Adjourn**



Lawton-Fort Sill Economic Development Corporation

Board Meeting Minutes

Lawton City Hall Banquet Room
212 SW 9th Street • Lawton, Oklahoma 73505
November 9, 2020 @ 4:00 pm

- I. **Call to Order/Roll Call**
Members Present: Mayor Stan Booker, Michael Cleghorn, Kelly Edwards, Paul Ellwanger, Barry Ezerski, Clarence Fortney, Tim Hushbeck, Philip D. Kennedy, Jim Landmark, Ron Nance, Arthur Patrick, Krista Ratliff, Richard Rogalski, and Mark Scott. Also, in attendance were Brad Cooksey, Jeannie Bowden, and Tonja Anderson
Members Absent: Janie Billingsley, Jesse Cross, Joe Gallagher, and Dr. John McArthur
- II. **Introduction of Guests** – Scott Chance and Keith Bridges
- III. **Consider approval of October 19, 2020 Minutes**
ACTION: Mr. Hushbeck moved to approve the October 19, 2020, minutes.
Mr. Ellwanger seconded the motion. The motion passed unanimously; a copy of minutes are attached.
- IV. **Consider approval of Financials**
ACTION: Financials were not available; no action was taken.
- V. **Reports**

President's Report

RFP Chart – Mr. Cooksey presented the RFP Chart, which represented two new leads in the month of October.

Current and Upcoming Events – Oklahoma Southwest Alliance meetings will be in both October and November, and Oklahoma Governor's Economic Development Marketing Team and Oklahoma Economic Development Council meetings are in November.

Site Visits – LEDC had two site visits in October.

PSO Donation – Mr. Cooksey thanked PSO/AEP and board member Tim Hushbeck for PSO's donation and partnership in the Lawton community.

Chairman's Report

Mr. Nance introduced Mr. Rick Walker. He is a new Board member representing the Lawton Fort Sill Chamber of Commerce. Mr. Nance gave an update on a Lawton-Fort Sill Economic Development Corporation (LEDC) Board Executive Committee meeting. Mr. Cooksey and Mrs. Bowden have worked to develop strong relationships with the Oklahoma Department of Commerce (ODOC), industry development experts, and site selectors. The City of Lawton has positioned itself for success with the CIP and TIF.



Partner Updates

VI. Business

A. Consider approval of the monthly activity report.

ACTION: Mr. Fortney moved to approve the monthly activity report; Mr. Patrick seconded the motion. The motion was passed unanimously; a copy of the report is attached.

B. Consider approval to close the FISTA checking account

ACTION: Mr. Ellwanger moved to close the FISTA checking account; Mr. Kennedy seconded the motion. The motion was passed unanimously.

C. Consider approval of proposed 2021 regularly scheduled meetings

ACTION: Mr. Ezerski moved to approve the 2021 regularly scheduled meeting dates; Mr. Patrick seconded the motion. The motion was passed unanimously; a copy of the meeting dates is attached.

D. Consider approval of convening into Executive Session to discuss the following:

i. Economic Development as allowed by the Oklahoma Open Meeting Act Laws 1977, c. 214, § 1, eff. Oct. 1, 1977; 25 O.S. 307.C.11

ACTION: Mr. Hushbeck moved to convene into Executive Session to discuss matters referenced above; Mr. Kennedy seconded the motion. The motion was passed unanimously.

E. Consider any action as a result of Executive Session.

ACTION: No action was taken during Executive Session. The meeting was returned to open session with roll call.

Members Present: Michael Cleghorn, Kelly Edwards, Paul Ellwanger, Barry Ezerski, Clarence Fortney, Tim Hushbeck, Philip D. Kennedy, Jim Landmark, Ron Nance, Arthur Patrick, Krista Ratliff, Richard Rogalski, Mark Scott, Rick Walker. Also, in attendance were Brad Cooksey, Jeannie Bowden, and Tonja Anderson

Members Absent: Mayor Stan Booker, Jesse Cross, Joe Gallagher, and Dr. John McArthur

VII. New Business - There was no new business.

VIII. Adjourn

ACTION: The Chairman declared the meeting adjourned.

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

City of Lawton
Julie Magness
103 SW 4th Street
Lawton, OK 73501

Date: 10/31/20
Account #: H/M Tax
Amount Due: \$ 10,871.97
Amount Due By: Upon receipt

DETACH AND RETURN TOP PORTION WITH PAYMENT

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

October 2020 Hotel/Motel Expenses Economic Development		\$ 1,948.02
Balance Due from Prior Claims		
July's Claim (dated 7/31/20)	\$ 1,136.43	
August's Claim (dated 8/31/20)	3,648.80	
September's Claim (dated 9/30/20)	8,923.95	
Payments Processed by City of Lawton	<u>(4,785.23)</u>	
Net Balance Due from Prior Claims		<u>8,923.95</u>
Total Amount Due - H/M Tax		<u>\$ 10,871.97</u>

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

City of Lawton
Julie Magness
103 SW 4th Street
Lawton, OK 73501

Date: 10/31/20
Account #: CIP Sales Tax
Amount Due: \$ 111,914.50
Amount Due By: Upon receipt

DETACH AND RETURN TOP PORTION WITH PAYMENT

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

October 2020 CIP Sales Tax Expenses		
Economic Development		\$ 37,409.83
Balance Due from Prior Claims		
July's Claim (dated 7/31/20)	\$ 19,367.65	
August's Claim (dated 8/31/20)	21,159.36	
September's Claim (dated 9/30/20)	33,977.66	
Payments Processed by City of Lawton	<u>(0.00)</u>	
Net Balance Due from Prior Claims		<u>74,504.67</u>
Total Amount Due - CIP		<u>\$ 111,914.50</u>

Financial Statements

of
LAWTON-FORT SILL ECONOMIC DEV CORP
For the Periods Ended October 31, 2020 and 2019

See Accountant's Compilation Report



Hatch, Croke & Associates, P.C.

417 SW C Avenue
Lawton, OK 73501

Certified Public Accountants
(580) 353-2122
Fax: (580) 353-2178

To Board of Directors
LAWTON-FORT SILL ECONOMIC DEV CORP
Lawton, Oklahoma

Management is responsible for the accompanying financial statements of LAWTON-FORT SILL ECONOMIC DEV CORP (a nonprofit corporation), which comprise the statement of financial position as of October 31, 2020, and the related statement of activity for the 1 month and 4 months ended October 31, 2020 and October 31, 2019, and the related statement of cash flows for the 1 month and 4 months ended October 31, 2020 in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with the Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statements were included in the financial statements, they might influence the user's conclusions about the Organization's net position, changes in net assets, and cash flows. Accordingly, the financials statements are not designed for those who are not informed about such matters.

Supplementary Information

The supplementary information contained in the departmental statements of activities are presented for purposes of additional analysis and are not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement, however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any form of assurance on such supplementary information.

Other Matters

While the financial statements are compiled in accordance with accounting principles generally accepted in the United States of America, their presentation is not.

We are not independent with respect to LAWTON-FORT SILL ECONOMIC DEV CORP.

Hatch, Croke & Associates, P.C.

Hatch, Croke & Associates, P.C.
Lawton, Oklahoma
November 9, 2020

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Financial Position
October 31, 2020

ASSETS

Current Assets

Cash - City National Bank	\$	251,034.60
Cash - CNB FISTA		30.02
Petty Cash		100.00
A/R - City of Lawton - H/M		10,871.97
A/R - City of Lawton - CIP		111,914.50
A/R Employees		148.93
Accounts Receivable		10,000.00
Prepaid Insurance		777.43
Prepaid Rent		240,833.31
		240,833.31

Total Current Assets \$ 625,710.76

Fixed Assets

Land/Imp - West Indust Park	194,551.53
Land/Imp - Westside 235 Acres	655,732.57
Land/Imp - SE Texas St Prop	6,479.16
Land/Imp - Airport Indust Park	299,541.03
Office Equipment	8,551.33
Accum Depreciation	(4,653.30)
	(4,653.30)

Total Fixed Assets 1,160,202.32

Total Assets \$ 1,785,913.08

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Financial Position
October 31, 2020

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	8,760.41
Accrued Interest Payable		4,051.17
FWT & FICA Payable		3,013.00
SWT Payable		402.00
FUTA/SUTA Payable		14.56
Insurance W/H		(757.74)
S/T N/P LNB #487958		<u>30,060.78</u>
Total Current Liabilities	\$	45,544.18
Long Term Liabilities		
L/T N/P LNB #487958		<u>625,671.79</u>
Total Long Term Liabilities		625,671.79
Equity		
Fund Balance-Unrestricted		996,107.28
Fund Balance-Launch Lawton		90,910.83
Fund Balance-FISTA		524.82
Current Income (Loss)		<u>27,154.18</u>
Total Equity		<u>1,114,697.11</u>
Total Liabilities & Equity	\$	<u><u>1,785,913.08</u></u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Combined
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
Hotel/Motel Revenue	\$ 1,948.02	\$ 20,496.74	\$ (18,548.72)	(90)	\$ 15,657.20	\$ 99,895.45	\$ (84,238.25)	(84)
CIP Sales Tax Revenue	37,409.83	0.00	37,409.83	0	111,914.50	0.00	111,914.50	0
City of Lawton Grant -	39,676.53	0.00	39,676.53	0	39,676.53	0.00	39,676.53	0
Interest Income	59.18	26.42	32.76	124	674.25	101.24	573.01	566
Luncheon/Meeting Rev	0.00	0.00	0.00	0	0.00	400.00	(400.00)	(100)
Private Funding Initiat	10,000.00	0.00	10,000.00	0	10,000.00	0.00	10,000.00	0
Rent	0.00	0.00	0.00	0	0.00	1,000.00	(1,000.00)	(100)
OKBRP Grant Income	0.00	0.00	0.00	0	25,000.00	0.00	25,000.00	0
Total Revenue	89,093.56	20,523.16	68,570.40	334	202,922.48	101,396.69	101,525.79	100
Operating Expenses								
Payroll								
Salaries	21,963.06	14,442.50	7,520.56	52	75,330.84	59,819.72	15,511.12	26
Health Insurance	1,989.50	69.44	1,920.06	999	2,263.66	248.24	2,015.42	812
Retirement Contribu	125.00	0.00	125.00	0	375.00	0.00	375.00	0
Taxes - Payroll	1,694.75	1,108.17	586.58	53	5,826.73	4,627.15	1,199.58	26
Total Payroll	25,772.31	15,620.11	10,152.20	65	83,796.23	64,695.11	19,101.12	30
Administration								
Bad Debt - H/M	0.00	0.00	0.00	0	3,098.80	0.00	3,098.80	0
Bank Charges	30.60	25.20	5.40	21	606.90	101.60	505.30	497
Closing Costs	0.00	0.00	0.00	0	13,190.00	0.00	13,190.00	0
Fairmont Creamont-I	23,378.65	0.00	23,378.65	0	23,378.65	0.00	23,378.65	0
Depreciation Expens	116.92	111.70	5.22	5	467.68	446.80	20.88	5
Legal & Accounting	7,257.05	716.10	6,540.95	913	21,017.46	3,353.90	17,663.56	527
Maintenance & Repa	300.00	0.00	300.00	0	2,990.00	0.00	2,990.00	0
Meals/Luncheons	53.71	369.53	(315.82)	(85)	787.84	611.55	176.29	29
Mileage/Travel (In-S	385.25	546.36	(161.11)	(29)	627.90	1,799.16	(1,171.26)	(65)
Office Supplies	213.95	6.53	207.42	999	831.07	1,842.53	(1,011.46)	(55)
Professional Dues/S	1,180.47	734.10	446.37	61	2,600.82	6,708.13	(4,107.31)	(61)
Rent Expense	833.33	833.33	0.00	0	3,333.36	3,333.36	0.00	0
Research Studies	3,200.00	0.00	3,200.00	0	4,800.00	0.00	4,800.00	0
Small Equipment Pu	0.00	0.00	0.00	0	2,722.79	4,236.94	(1,514.15)	(36)
Strategic Consulting	0.00	0.00	0.00	0	0.00	126.00	(126.00)	(100)
Telecommunications	98.82	150.00	(51.18)	(34)	297.85	400.00	(102.15)	(26)
Website	0.00	9.99	(9.99)	(100)	199.99	209.98	(9.99)	(5)
Total Administration	37,048.75	3,502.84	33,545.91	958	80,951.11	23,169.95	57,781.16	249
Advertising & Marketing								
Economic Review E	0.00	0.00	0.00	0	2,500.00	0.00	2,500.00	0
Local Meetings-Oth	870.69	0.00	870.69	0	1,820.96	2,288.10	(467.14)	(20)
Site Selector Visits/	0.00	0.00	0.00	0	0.00	150.49	(150.49)	(100)
Community Videos	0.00	0.00	0.00	0	433.00	0.00	433.00	0
Marketing & Advert	0.00	0.00	0.00	0	6,267.00	0.00	6,267.00	0
Conferences & Trade	0.00	1,625.00	(1,625.00)	(100)	0.00	7,260.00	(7,260.00)	(100)
Tradeshaw & Confer	0.00	703.81	(703.81)	(100)	0.00	7,182.45	(7,182.45)	(100)
Total Advertising & Ma Special Projects	870.69	2,328.81	(1,458.12)	(63)	11,020.96	16,881.04	(5,860.08)	(35)
Total Operating Expenses	63,691.75	21,451.76	42,239.99	197	175,768.30	104,746.10	71,022.20	68
Operating Income	25,401.81	(928.60)	26,330.41	(999)	27,154.18	(3,349.41)	30,503.59	(911)
Gain (Loss) on Sale of	0.00	(30,460.07)	30,460.07	(100)	0.00	(30,460.07)	30,460.07	(100)
Total Other Income	0.00	(30,460.07)	30,460.07	(100)	0.00	(30,460.07)	30,460.07	(100)
Net Income (Loss)	\$ 25,401.81	\$ (31,388.67)	\$ 56,790.48	(181)	\$ 27,154.18	\$ (33,809.48)	\$ 60,963.66	(180)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Cash Flows
For the Period Ended October 31, 2020
INCREASE (DECREASE) IN CASH OR CASH EQUIVALENTS

	<u>1 Month Ended</u> <u>Oct. 31, 2020</u>	<u>4 Months Ended</u> <u>Oct. 31, 2020</u>
Cash Flow from Operating Activities		
Net Income (Loss)	\$ 25,401.81	\$ 27,154.18
Adjustments to Reconcile Cash Flow		
Depreciation	116.92	467.68
Decrease (Increase) in Current Assets		
A/R - City of Lawton - H/M	2,837.21	19,744.83
A/R - City of Lawton - CIP	(37,409.83)	(111,914.50)
A/R Employees	64.22	(84.50)
Accounts Receivable	(15,162.14)	(15,162.14)
Prepaid Rent	833.33	3,333.36
Earnest Money Paid	0.00	12,500.00
WIP - Fairmont Creamery	23,378.65	23,378.65
Increase (Decrease) in Current Liabilities		
Accounts Payable	8,760.41	3,591.67
FWT & FICA Payable	266.68	948.34
SWT Payable	21.00	112.00
FUTA/SUTA Payable	(34.75)	6.16
Insurance W/H	(757.74)	(757.74)
Deferred Revenue	<u>(1,100,000.00)</u>	<u>(1,100,000.00)</u>
Total Adjustments	<u>(1,117,086.04)</u>	<u>(1,163,836.19)</u>
Cash Provided (Used) by Operations	<u>(1,091,684.23)</u>	<u>(1,136,682.01)</u>
Cash Flow From Investing Activities		
Sales (Purchases) of Assets		
Cash Flow From Financing Activities		
Cash (Used) or provided by:		
Net Increase (Decrease) in Cash	(1,091,684.23)	(1,136,682.01)
Cash at Beginning of Period	<u>1,342,848.85</u>	<u>1,387,846.63</u>
Cash at End of Period	\$ <u><u>251,164.62</u></u>	\$ <u><u>251,164.62</u></u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Operations
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
Interest Income	\$ 24.16	\$ 26.42	\$ (2.26)	(9)	\$ 104.93	\$ 101.24	\$ 3.69	4
Luncheon/Meeting Rev	0.00	0.00	0.00	0	0.00	400.00	(400.00)	(100)
Rent	0.00	0.00	0.00	0	0.00	1,000.00	(1,000.00)	(100)
OKBRP Grant Income	0.00	0.00	0.00	0	25,000.00	0.00	25,000.00	0
Total Revenue	24.16	26.42	(2.26)	(9)	25,104.93	1,501.24	23,603.69	999
Operating Expenses								
Payroll								
Administration								
Bad Debt - H/M	0.00	0.00	0.00	0	3,098.80	0.00	3,098.80	0
Bank Charges	0.00	0.00	0.00	0	500.00	0.00	500.00	0
Depreciation Expens	116.92	111.70	5.22	5	467.68	446.80	20.88	5
Meals/Luncheons	0.00	0.00	0.00	0	56.11	35.15	20.96	60
Office Supplies	0.00	0.00	0.00	0	0.00	30.87	(30.87)	(100)
Rent Expense	833.33	833.33	0.00	0	3,333.36	3,333.36	0.00	0
Website	0.00	9.99	(9.99)	(100)	0.00	9.99	(9.99)	(100)
Total Administration	950.25	955.02	(4.77)	(0)	7,455.95	3,856.17	3,599.78	93
Advertising & Marketing								
Local Meetings-Oth	0.00	0.00	0.00	0	0.00	288.82	(288.82)	(100)
Tradeshow & Confer	0.00	0.00	0.00	0	0.00	705.66	(705.66)	(100)
Total Advertising & Ma	0.00	0.00	0.00	0	0.00	994.48	(994.48)	(100)
Special Projects								
Total Operating Expenses	950.25	955.02	(4.77)	(0)	7,455.95	4,850.65	2,605.30	54
Operating Income	(926.09)	(928.60)	2.51	(0)	17,648.98	(3,349.41)	20,998.39	(627)
Gain(Loss) on Sale of	0.00	(30,460.07)	30,460.07	(100)	0.00	(30,460.07)	30,460.07	(100)
Total Other Income	0.00	(30,460.07)	30,460.07	(100)	0.00	(30,460.07)	30,460.07	(100)
Net Income (Loss)	\$ (926.09)	\$ (31,388.67)	\$ 30,462.58	(97)	\$ 17,648.98	\$ (33,809.48)	\$ 51,458.46	(152)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Hotel/Motel
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
Hotel/Motel Revenue	\$ 1,948.02	\$ 20,496.74	\$ (18,548.72)	(90)	\$ 15,657.20	\$ 99,895.45	\$ (84,238.25)	(84)
Total Revenue	1,948.02	20,496.74	(18,548.72)	(90)	15,657.20	99,895.45	(84,238.25)	(84)
Operating Expenses								
Payroll								
Salaries	0.00	14,442.50	(14,442.50)	(100)	0.00	59,819.72	(59,819.72)	(100)
Health Insurance	0.00	69.44	(69.44)	(100)	0.00	248.24	(248.24)	(100)
Taxes - Payroll	0.00	1,108.17	(1,108.17)	(100)	0.00	4,627.15	(4,627.15)	(100)
Total Payroll	0.00	15,620.11	(15,620.11)	(100)	0.00	64,695.11	(64,695.11)	(100)
Administration								
Bank Charges	25.60	25.20	0.40	2	101.90	101.60	0.30	0
Legal & Accounting	0.00	716.10	(716.10)	(100)	0.00	3,353.90	(3,353.90)	(100)
Maintenance & Repa	300.00	0.00	300.00	0	2,990.00	0.00	2,990.00	0
Meals/Luncheons	53.71	369.53	(315.82)	(85)	731.73	576.40	155.33	27
Mileage/Travel (In-S	385.25	546.36	(161.11)	(29)	627.90	1,799.16	(1,171.26)	(65)
Office Supplies	213.95	6.53	207.42	999	831.07	1,811.66	(980.59)	(54)
Professional Dues/S	0.00	734.10	(734.10)	(100)	500.00	6,708.13	(6,208.13)	(93)
Small Equipment Pu	0.00	0.00	0.00	0	2,722.79	4,236.94	(1,514.15)	(36)
Strategic Consulting	0.00	0.00	0.00	0	0.00	126.00	(126.00)	(100)
Telecommunications	98.82	150.00	(51.18)	(34)	297.85	400.00	(102.15)	(26)
Website	0.00	0.00	0.00	0	0.00	199.99	(199.99)	(100)
Total Administration	1,077.33	2,547.82	(1,470.49)	(58)	8,803.24	19,313.78	(10,510.54)	(54)
Advertising & Marketing								
Economic Review E	0.00	0.00	0.00	0	2,500.00	0.00	2,500.00	0
Local Meetings-Oth	870.69	0.00	870.69	0	1,820.96	1,999.28	(178.32)	(9)
Site Selector Visits/	0.00	0.00	0.00	0	0.00	150.49	(150.49)	(100)
Community Videos	0.00	0.00	0.00	0	433.00	0.00	433.00	0
Marketing & Advert	0.00	0.00	0.00	0	2,100.00	0.00	2,100.00	0
Conferences & Trade	0.00	1,625.00	(1,625.00)	(100)	0.00	7,260.00	(7,260.00)	(100)
Tradeshaw & Confer	0.00	703.81	(703.81)	(100)	0.00	6,476.79	(6,476.79)	(100)
Total Advertising & Ma Special Projects	870.69	2,328.81	(1,458.12)	(63)	6,853.96	15,886.56	(9,032.60)	(57)
Total Operating Expenses	1,948.02	20,496.74	(18,548.72)	(90)	15,657.20	99,895.45	(84,238.25)	(84)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Launch Lawton
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
Private Funding Initiat	\$ 10,000.00	\$ 0.00	\$ 10,000.00	0	\$ 10,000.00	\$ 0.00	\$ 10,000.00	0
Total Revenue	10,000.00	0.00	10,000.00	0	10,000.00	0.00	10,000.00	0
Operating Expenses								
Payroll								
Administration								
Advertising & Marketi								
Operating Income	10,000.00	0.00	10,000.00	0	10,000.00	0.00	10,000.00	0
Net Income (Loss)	\$ 10,000.00	\$ 0.00	\$ 10,000.00	0	\$ 10,000.00	\$ 0.00	\$ 10,000.00	0

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - FISTA
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
City of Lawton Grant -	\$ 39,676.53	\$ 0.00	\$ 39,676.53	0	\$ 39,676.53	\$ 0.00	\$ 39,676.53	0
Interest Income	<u>35.02</u>	<u>0.00</u>	<u>35.02</u>	<u>0</u>	<u>569.32</u>	<u>0.00</u>	<u>569.32</u>	<u>0</u>
Total Revenue	39,711.55	0.00	39,711.55	0	40,245.85	0.00	40,245.85	0
Operating Expenses								
Payroll								
Administration								
Bank Charges	5.00	0.00	5.00	0	5.00	0.00	5.00	0
Closing Costs	0.00	0.00	0.00	0	13,190.00	0.00	13,190.00	0
Fairmont Creamery-I	<u>23,378.65</u>	<u>0.00</u>	<u>23,378.65</u>	<u>0</u>	<u>23,378.65</u>	<u>0.00</u>	<u>23,378.65</u>	<u>0</u>
Total Administration	23,383.65	0.00	23,383.65	0	36,573.65	0.00	36,573.65	0
Advertising & Marketing								
Marketing & Advert	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>	<u>4,167.00</u>	<u>0.00</u>	<u>4,167.00</u>	<u>0</u>
Total Advertising & Ma	0.00	0.00	0.00	0	4,167.00	0.00	4,167.00	0
Special Projects								
Total Operating Expenses	<u>23,383.65</u>	<u>0.00</u>	<u>23,383.65</u>	<u>0</u>	<u>40,740.65</u>	<u>0.00</u>	<u>40,740.65</u>	<u>0</u>
Operating Income	<u>16,327.90</u>	<u>0.00</u>	<u>16,327.90</u>	<u>0</u>	<u>(494.80)</u>	<u>0.00</u>	<u>(494.80)</u>	<u>0</u>
Net Income (Loss)	<u>\$ 16,327.90</u>	<u>\$ 0.00</u>	<u>\$ 16,327.90</u>	<u>0</u>	<u>\$ (494.80)</u>	<u>\$ 0.00</u>	<u>\$ (494.80)</u>	<u>0</u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - CIP
For the Periods Ended October 31, 2020 and 2019

	1 Month Ended Oct. 31, 2020	Prior Year Period	Variance	Pct	4 Months Ended Oct. 31, 2020	Prior Year Period	Variance	Pct
Revenue								
CIP Sales Tax Revenue	\$ 37,409.83	\$ 0.00	\$ 37,409.83	0	\$ 111,914.50	\$ 0.00	\$ 111,914.50	0
Total Revenue	37,409.83	0.00	37,409.83	0	111,914.50	0.00	111,914.50	0
Operating Expenses								
Payroll								
Salaries	21,963.06	0.00	21,963.06	0	75,330.84	0.00	75,330.84	0
Health Insurance	1,989.50	0.00	1,989.50	0	2,263.66	0.00	2,263.66	0
Retirement Contribu	125.00	0.00	125.00	0	375.00	0.00	375.00	0
Taxes - Payroll	1,694.75	0.00	1,694.75	0	5,826.73	0.00	5,826.73	0
Total Payroll	25,772.31	0.00	25,772.31	0	83,796.23	0.00	83,796.23	0
Administration								
Legal & Accounting	7,257.05	0.00	7,257.05	0	21,017.46	0.00	21,017.46	0
Professional Dues/S	1,180.47	0.00	1,180.47	0	2,100.82	0.00	2,100.82	0
Research Studies	3,200.00	0.00	3,200.00	0	4,800.00	0.00	4,800.00	0
Website	0.00	0.00	0.00	0	199.99	0.00	199.99	0
Total Administration	11,637.52	0.00	11,637.52	0	28,118.27	0.00	28,118.27	0
Advertising & Marketing Special Projects								
Total Operating Expenses	37,409.83	0.00	37,409.83	0	111,914.50	0.00	111,914.50	0

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Combined
For the Period Ended October 31, 2020

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Revenue				
Hotel/Motel Revenue	\$ 15,657.20	\$ 90,000.00	\$ (74,342.80)	(83)
CIP Sales Tax Revenue	111,914.50	616,643.51	(504,729.01)	(82)
City of Lawton Grant - FISTA	39,676.53	250,000.00	(210,323.47)	(84)
Interest Income	674.25	325.00	349.25	107
Luncheon/Meeting Revenue	0.00	17,500.00	(17,500.00)	(100)
Donated Goods and Services	0.00	1,500.00	(1,500.00)	(100)
Private Funding Initiative	10,000.00	20,000.00	(10,000.00)	(50)
Rent	0.00	1,000.00	(1,000.00)	(100)
Sponsorships	0.00	7,000.00	(7,000.00)	(100)
OKBRP Grant Income	<u>25,000.00</u>	<u>0.00</u>	<u>25,000.00</u>	<u>0</u>
Total Revenue	202,922.48	1,003,968.51	(801,046.03)	(80)
Operating Expenses				
Payroll				
Salaries	75,330.84	480,000.00	(404,669.16)	(84)
Health Insurance	2,263.66	12,625.00	(10,361.34)	(82)
Retirement Contribution	375.00	9,314.00	(8,939.00)	(96)
Taxes - Payroll	<u>5,826.73</u>	<u>42,636.00</u>	<u>(36,809.27)</u>	<u>(86)</u>
Total Payroll	83,796.23	544,575.00	(460,778.77)	(85)
Administration				
Bad Debt - H/M	3,098.80	0.00	3,098.80	0
Bank Charges	606.90	625.00	(18.10)	(3)
Closing Costs	13,190.00	0.00	13,190.00	0
Computer Equip Maintenance	0.00	2,250.00	(2,250.00)	(100)
Fairmont Creamery-Annual Py	0.00	250,000.00	(250,000.00)	(100)
Fairmont Creamont-Improvem	23,378.65	790,000.00	(766,621.35)	(97)
Depreciation Expense	467.68	1,200.00	(732.32)	(61)
Insurance Expense	0.00	8,500.00	(8,500.00)	(100)
Interest Expense	0.00	23,129.17	(23,129.17)	(100)
Loan Payment - Principal	0.00	33,514.34	(33,514.34)	(100)
Legal & Accounting	21,017.46	87,500.00	(66,482.54)	(76)
Maintenance & Repairs	2,990.00	3,000.00	(10.00)	(0)
Meals/Luchcons	787.84	7,000.00	(6,212.16)	(89)
Mileage/Travel (In-State)	627.90	7,000.00	(6,372.10)	(91)
Office Supplies	831.07	6,250.00	(5,418.93)	(87)
Postage	0.00	1,500.00	(1,500.00)	(100)
Professional Dues/Subscriptio	2,600.82	19,000.00	(16,399.18)	(86)
Rent Expense	3,333.36	10,100.00	(6,766.64)	(67)
Research Studies	4,800.00	6,000.00	(1,200.00)	(20)
Small Equipment Purchases	2,722.79	16,625.00	(13,902.21)	(84)
Strategic Consulting	0.00	6,000.00	(6,000.00)	(100)
Telecommunications	297.85	3,000.00	(2,702.15)	(90)
Training/Professional Develo	0.00	5,000.00	(5,000.00)	(100)
Travel-Professional Dev	0.00	6,000.00	(6,000.00)	(100)
Utilities	0.00	6,000.00	(6,000.00)	(100)

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Website	199.99	13,500.00	(13,300.01)	(99)
Total Administration	80,951.11	1,312,693.51	(1,231,742.40)	(94)
Advertising & Marketing				
Econ Review-Copying/Printin	0.00	5,000.00	(5,000.00)	(100)
Economic Review Expenses	2,500.00	14,000.00	(11,500.00)	(82)
Annual ED Luncheon	0.00	7,000.00	(7,000.00)	(100)
Industry Programs	0.00	750.00	(750.00)	(100)
Local Meetings-Other	1,820.96	17,775.00	(15,954.04)	(90)
Site Selector Visits/Meetings	0.00	3,500.00	(3,500.00)	(100)
Community Videos	433.00	11,625.00	(11,192.00)	(96)
Marketing & Advertising	6,267.00	15,800.00	(9,533.00)	(60)
Promotional Items	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	4,500.00	(4,500.00)	(100)
Conferences & Tradeshow	0.00	20,500.00	(20,500.00)	(100)
Tradeshow & Conferences Tr	0.00	33,250.00	(33,250.00)	(100)
Total Advertising & Marketing	11,020.96	136,700.00	(125,679.04)	(92)
Special Projects				
Total Operating Expenses	<u>175,768.30</u>	<u>1,993,968.51</u>	<u>(1,818,200.21)</u>	<u>(91)</u>
Operating Income	<u>27,154.18</u>	<u>(990,000.00)</u>	<u>1,017,154.18</u>	<u>(103)</u>
Net Income (Loss)	\$ <u><u>27,154.18</u></u>	\$ <u><u>(990,000.00)</u></u>	\$ <u><u>1,017,154.18</u></u>	<u>(103)</u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Operations
For the Period Ended October 31, 2020

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Revenue				
Interest Income	\$ 104.93	\$ 325.00	\$ (220.07)	(68)
Luncheon/Meeting Revenue	0.00	17,500.00	(17,500.00)	(100)
Donated Goods and Services	0.00	1,500.00	(1,500.00)	(100)
Rent	0.00	1,000.00	(1,000.00)	(100)
Sponsorships	0.00	7,000.00	(7,000.00)	(100)
OKBRP Grant Income	25,000.00	0.00	25,000.00	0
Total Revenue	25,104.93	27,325.00	(2,220.07)	(8)
Operating Expenses				
Payroll				
Administration				
Bad Debt - H/M	3,098.80	0.00	3,098.80	0
Bank Charges	500.00	0.00	500.00	0
Depreciation Expense	467.68	1,200.00	(732.32)	(61)
Meals/Luncheons	56.11	500.00	(443.89)	(89)
Office Supplies	0.00	250.00	(250.00)	(100)
Rent Expense	3,333.36	10,100.00	(6,766.64)	(67)
Strategic Consulting	0.00	1,500.00	(1,500.00)	(100)
Total Administration	7,455.95	13,550.00	(6,094.05)	(45)
Advertising & Marketing				
Annual ED Luncheon	0.00	7,000.00	(7,000.00)	(100)
Local Meetings-Other	0.00	1,775.00	(1,775.00)	(100)
Tradeshows & Conferences	0.00	2,500.00	(2,500.00)	(100)
Tradeshow & Conferences Tr	0.00	2,500.00	(2,500.00)	(100)
Total Advertising & Marketing	0.00	13,775.00	(13,775.00)	(100)
Special Projects				
Total Operating Expenses	7,455.95	27,325.00	(19,869.05)	(73)
Operating Income	17,648.98	0.00	17,648.98	0
Net Income (Loss)	\$ 17,648.98	\$ 0.00	\$ 17,648.98	0

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Hotel/Motel
For the Period Ended October 31, 2020

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Revenue				
Hotel/Motel Revenue	\$ 15,657.20	\$ 90,000.00	\$ (74,342.80)	(83)
Total Revenue	15,657.20	90,000.00	(74,342.80)	(83)
Operating Expenses				
Payroll				
Administration				
Bank Charges	101.90	325.00	(223.10)	(69)
Computer Equip Maint	0.00	1,000.00	(1,000.00)	(100)
Insurance Expense	0.00	3,000.00	(3,000.00)	(100)
Maintenance & Repairs	2,990.00	1,000.00	1,990.00	199
Meals/Luncheons	731.73	2,000.00	(1,268.27)	(63)
Mileage/Travel (In-State)	627.90	4,000.00	(3,372.10)	(84)
Office Supplies	831.07	3,000.00	(2,168.93)	(72)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	500.00	0.00	500.00	0
Small Equipment Purchases	2,722.79	5,275.00	(2,552.21)	(48)
Strategic Consulting	0.00	4,500.00	(4,500.00)	(100)
Telecommunications	297.85	1,200.00	(902.15)	(75)
Training/Professional Develo	0.00	5,000.00	(5,000.00)	(100)
Travel-Professional Dev	0.00	6,000.00	(6,000.00)	(100)
Website	0.00	5,000.00	(5,000.00)	(100)
Total Administration	8,803.24	41,800.00	(32,996.76)	(79)
Advertising & Marketing				
Econ Review-Copying/Printin	0.00	5,000.00	(5,000.00)	(100)
Economic Review Expenses	2,500.00	2,000.00	500.00	25
Local Meetings-Other	1,820.96	3,400.00	(1,579.04)	(46)
Site Selector Visits/Meetings	0.00	500.00	(500.00)	(100)
Community Videos	433.00	11,625.00	(11,192.00)	(96)
Marketing & Advertising	2,100.00	10,800.00	(8,700.00)	(81)
Promotional Items	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	2,000.00	(2,000.00)	(100)
Conferences & Tradeshow	0.00	7,500.00	(7,500.00)	(100)
Tradeshow & Conferences Tr	0.00	2,375.00	(2,375.00)	(100)
Total Advertising & Marketing	6,853.96	48,200.00	(41,346.04)	(86)
Special Projects				
Total Operating Expenses	15,657.20	90,000.00	(74,342.80)	(83)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Launch Lawton
For the Period Ended October 31, 2020

	<u>4 Months Ended</u> <u>Oct. 31, 2020</u>	<u>Budget</u>	<u>Variance</u>	<u>Pct</u>
Revenue				
Private Funding Initiative	\$ <u>10,000.00</u>	\$ <u>20,000.00</u>	\$ <u>(10,000.00)</u>	<u>(50)</u>
Total Revenue	<u>10,000.00</u>	<u>20,000.00</u>	<u>(10,000.00)</u>	<u>(50)</u>
Operating Expenses				
Payroll				
Administration				
Advertising & Marketing				
Economic Review Expenses	0.00	12,000.00	(12,000.00)	(100)
Industry Programs	0.00	750.00	(750.00)	(100)
Local Meetings-Other	0.00	1,000.00	(1,000.00)	(100)
Site Selector Visits/Meetings	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	2,500.00	(2,500.00)	(100)
Tradeshaw & Conferences Tr	<u>0.00</u>	<u>750.00</u>	<u>(750.00)</u>	<u>(100)</u>
Total Advertising & Marketing	<u>0.00</u>	<u>20,000.00</u>	<u>(20,000.00)</u>	<u>(100)</u>
Total Operating Expenses	<u>0.00</u>	<u>20,000.00</u>	<u>(20,000.00)</u>	<u>(100)</u>
Operating Income	<u>10,000.00</u>	<u>0.00</u>	<u>10,000.00</u>	<u>0</u>
Net Income (Loss)	\$ <u><u>10,000.00</u></u>	\$ <u><u>0.00</u></u>	\$ <u><u>10,000.00</u></u>	<u><u>0</u></u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - FISTA
For the Period Ended October 31, 2020

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Revenue				
City of Lawton Grant - FISTA	\$ 39,676.53	\$ 250,000.00	\$ (210,323.47)	(84)
Interest Income	<u>569.32</u>	<u>0.00</u>	<u>569.32</u>	<u>0</u>
Total Revenue	40,245.85	250,000.00	(209,754.15)	(84)
Operating Expenses				
Payroll				
Salaries	0.00	135,000.00	(135,000.00)	(100)
Health Insurance	0.00	4,000.00	(4,000.00)	(100)
Retirement Contribution	0.00	3,000.00	(3,000.00)	(100)
Taxes - Payroll	<u>0.00</u>	<u>13,000.00</u>	<u>(13,000.00)</u>	<u>(100)</u>
Total Payroll	0.00	155,000.00	(155,000.00)	(100)
Administration				
Bank Charges	5.00	300.00	(295.00)	(98)
Closing Costs	13,190.00	0.00	13,190.00	0
Computer Equip Maintenance	0.00	250.00	(250.00)	(100)
Fairmont Creamery-Annual Py	0.00	250,000.00	(250,000.00)	(100)
Fairmont Creamery-Improvem	23,378.65	790,000.00	(766,621.35)	(97)
Insurance Expense	0.00	3,500.00	(3,500.00)	(100)
Legal & Accounting	0.00	12,500.00	(12,500.00)	(100)
Maintenance & Repairs	0.00	1,000.00	(1,000.00)	(100)
Meals/Lucheons	0.00	2,500.00	(2,500.00)	(100)
Mileage/Travel (In-State)	0.00	1,000.00	(1,000.00)	(100)
Office Supplies	0.00	1,000.00	(1,000.00)	(100)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	0.00	2,000.00	(2,000.00)	(100)
Small Equipment Purchases	0.00	8,850.00	(8,850.00)	(100)
Telecommunications	0.00	600.00	(600.00)	(100)
Utilities	0.00	6,000.00	(6,000.00)	(100)
Website	<u>0.00</u>	<u>5,000.00</u>	<u>(5,000.00)</u>	<u>(100)</u>
Total Administration	36,573.65	1,085,000.00	(1,048,426.35)	(97)
Advertising & Marketing				
Marketing & Advertising	<u>4,167.00</u>	<u>0.00</u>	<u>4,167.00</u>	<u>0</u>
Total Advertising & Marketing	4,167.00	0.00	4,167.00	0
Special Projects				
Total Operating Expenses	<u>40,740.65</u>	<u>1,240,000.00</u>	<u>(1,199,259.35)</u>	<u>(97)</u>
Operating Income	<u>(494.80)</u>	<u>(990,000.00)</u>	<u>989,505.20</u>	<u>(100)</u>
Net Income (Loss)	\$ <u>(494.80)</u>	\$ <u>(990,000.00)</u>	\$ <u>989,505.20</u>	<u>(100)</u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - CIP
For the Period Ended October 31, 2020

	4 Months Ended Oct. 31, 2020	Budget	Variance	Pct
Revenue				
CIP Sales Tax Revenue	\$ 111,914.50	\$ 616,643.51	\$ (504,729.01)	(82)
Total Revenue	111,914.50	616,643.51	(504,729.01)	(82)
Operating Expenses				
Payroll				
Salaries	75,330.84	345,000.00	(269,669.16)	(78)
Health Insurance	2,263.66	8,625.00	(6,361.34)	(74)
Retirement Contribution	375.00	6,314.00	(5,939.00)	(94)
Taxes - Payroll	5,826.73	29,636.00	(23,809.27)	(80)
Total Payroll	83,796.23	389,575.00	(305,778.77)	(78)
Administration				
Computer Equip Maintenance	0.00	1,000.00	(1,000.00)	(100)
Insurance Expense	0.00	2,000.00	(2,000.00)	(100)
Interest Expense	0.00	23,129.17	(23,129.17)	(100)
Loan Payment - Principal	0.00	33,514.34	(33,514.34)	(100)
Legal & Accounting	21,017.46	75,000.00	(53,982.54)	(72)
Maintenance & Repairs	0.00	1,000.00	(1,000.00)	(100)
Meals/Luchcons	0.00	2,000.00	(2,000.00)	(100)
Mileage/Travel (In-State)	0.00	2,000.00	(2,000.00)	(100)
Office Supplies	0.00	2,000.00	(2,000.00)	(100)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	2,100.82	17,000.00	(14,899.18)	(88)
Research Studies	4,800.00	6,000.00	(1,200.00)	(20)
Small Equipment Purchases	0.00	2,500.00	(2,500.00)	(100)
Telecommunications	0.00	1,200.00	(1,200.00)	(100)
Website	199.99	3,500.00	(3,300.01)	(94)
Total Administration	28,118.27	172,343.51	(144,225.24)	(84)
Advertising & Marketing				
Local Meetings-Other	0.00	11,600.00	(11,600.00)	(100)
Marketing & Advertising	0.00	5,000.00	(5,000.00)	(100)
Conferences & Tradeshow	0.00	10,500.00	(10,500.00)	(100)
Tradeshow & Conferences Tr	0.00	27,625.00	(27,625.00)	(100)
Total Advertising & Marketing	0.00	54,725.00	(54,725.00)	(100)
Special Projects				
Total Operating Expenses	111,914.50	616,643.51	(504,729.01)	(82)

11/9/2020
11:59

LAWTON-FORT SILL ECONOMIC DEV CORP
General Ledger - Period Ending 10/31/20

Company: LED
Page: 1

<u>Date</u>	<u>Mt</u>	<u>Reference</u>	<u>Account</u>	<u>Description</u>	<u>Current</u>	<u>Year-to-Date</u>
Beginning Balance			4517	City of Lawton Grant - FISTA		0.00*
10/31/20	10	JE6	4517	RECOGNIZE REVENUE TO EXTENT OF EXP PAID	-39,676.53	
				Ending Balance =	-39,676.53*	-39,676.53**
Beginning Balance			4520	Interest Income		-534.30*
10/31/20	10	CR3	4520	RECORD FISTA ACCT INTEREST	-35.02	
				Ending Balance =	-35.02*	-569.32**
Beginning Balance			4645	Bank Charges		0.00*
10/31/20	10	CD2	4645	RECORD FISTA ACCT SERVICE CHARGE	5.00	
				Ending Balance =	5.00*	5.00**
Beginning Balance			4647	Closing Costs		13,190.00*
				Ending Balance =	0.00*	13,190.00**
Beginning Balance			4654	Fairmont Creamery-Improvements		0.00*
10/31/20	10	JE5	4654	EXPENSE PYMTS MADE TO CREAMERY DUE DIL	23,378.65	
				Ending Balance =	23,378.65*	23,378.65**
Beginning Balance			4885	Marketing & Advertising		4,167.00*
				Ending Balance =	0.00*	4,167.00**
This is a partial G/L. 4 Transactions				General Ledger is in balance.		0.00**
Current Profit	25,401.81		Y-T-D Profit	27,154.18		

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

City of Lawton
Julie Magness
103 SW 4th Street
Lawton, OK 73501

Date: 11/30/20
Account #: H/M Tax
Amount Due: \$ 14,869.35
Amount Due By: Upon receipt

DETACH AND RETURN TOP PORTION WITH PAYMENT

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

November 2020 Hotel/Motel Expenses Economic Development		\$ 3,997.38
Balance Due from Prior Claims		
September's Claim (dated 9/30/20)	\$ 8,923.95	
October's Claim (dated 10/31/20)	1,948.02	
Payments Processed by City of Lawton	<u>(0.00)</u>	
Net Balance Due from Prior Claims		<u>10,871.97</u>
Total Amount Due - H/M Tax		<u>\$ 14,869.35</u>

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

City of Lawton
Julie Magness
103 SW 4th Street
Lawton, OK 73501

Date: 11/30/20
Account #: CIP Sales Tax
Amount Due: \$ 70,191.49
Amount Due By: Upon receipt

DETACH AND RETURN TOP PORTION WITH PAYMENT

Lawton-Fort Sill Economic Development Corporation
PO Box 1376
Lawton, OK 73502-1376
580-355-3541

November 2020 CIP Sales Tax Expenses Economic Development		\$ 32,781.66
Balance Due from Prior Claims		
July's Claim (dated 7/31/20)	\$ 19,367.65	
August's Claim (dated 8/31/20)	21,159.36	
September's Claim (dated 9/30/20)	33,977.66	
October's Claim (dated 10/31/20)	37,409.83	
Payments Processed by City of Lawton	<u>(74,504.67)</u>	
Net Balance Due from Prior Claims		<u>37,409.83</u>
Total Amount Due - CIP		<u>\$ 70,191.49</u>

Financial Statements

**of
LAWTON-FORT SILL ECONOMIC DEV CORP
For the Periods Ended November 30, 2020 and 2019**

See Accountant's Compilation Report



Hatch, Croke & Associates, P.C.

417 SW C Avenue
Lawton, OK 73501

Certified Public Accountants
(580) 353-2122
Fax: (580) 353-2178

To Board of Directors
LAWTON-FORT SILL ECONOMIC DEV CORP
Lawton, Oklahoma

Management is responsible for the accompanying financial statements of LAWTON-FORT SILL ECONOMIC DEV CORP (a nonprofit corporation), which comprise the statement of financial position as of November 30, 2020, and the related statement of activity for the 1 month and 5 months ended November 30, 2020 and November 30, 2019, and the related statement of cash flows for the 1 month and 5 months ended November 30, 2020 in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with the Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures and statements were included in the financial statements, they might influence the user's conclusions about the Organization's net position, changes in net assets, and cash flows. Accordingly, the financials statements are not designed for those who are not informed about such matters.

Supplementary Information

The supplementary information contained in the departmental statements of activities are presented for purposes of additional analysis and are not a required part of the basic financial statements. This information is the representation of management. The information was subject to our compilation engagement, however, we have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any form of assurance on such supplementary information.

Other Matters

While the financial statements are compiled in accordance with accounting principles generally accepted in the United States of America, their presentation is not.

We are not independent with respect to LAWTON-FORT SILL ECONOMIC DEV CORP.

Hatch, Croke & Associates, P.C.

Hatch, Croke & Associates, P.C.
Lawton, Oklahoma
December 5, 2020

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Financial Position
November 30, 2020

ASSETS

Current Assets

Cash - City National Bank	\$	300,310.38
Petty Cash		100.00
A/R - City of Lawton - H/M		14,869.35
A/R - City of Lawton - CIP		70,191.49
A/R Employees		24.61
Accounts Receivable		1,000.00
Prepaid Insurance		777.43
Prepaid Rent		239,999.98
		239,999.98

Total Current Assets \$ 627,273.24

Fixed Assets

Land/Imp - West Indust Park		194,551.53
Land/Imp - Westside 235 Acres		655,732.57
Land/Imp - SE Texas St Prop		6,479.16
Land/Imp - Airport Indust Park		299,541.03
Office Equipment		8,551.33
Accum Depreciation		(4,770.22)
		(4,770.22)

Total Fixed Assets 1,160,085.40

Total Assets \$ 1,787,358.64

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Financial Position
November 30, 2020

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	9,612.33
Accrued Interest Payable		4,051.17
FWT & FICA Payable		2,909.58
SWT Payable		383.00
FUTA/SUTA Payable		36.30
Insurance W/H		(76.00)
S/T N/P LNB #487958		<u>30,060.78</u>

Total Current Liabilities \$ 46,977.16

Long Term Liabilities

L/T N/P LNB #487958	<u>625,671.79</u>
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Total Long Term Liabilities 625,671.79

Equity

Fund Balance-Unrestricted	996,107.28
Fund Balance-Launch Lawton	90,910.83
Fund Balance-FISTA	524.82
Current Income (Loss)	<u>27,166.76</u>

Total Equity 1,114,709.69

Total Liabilities & Equity \$ 1,787,358.64

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Combined
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
Hotel/Motel Revenue	\$ 3,997.38	\$ 24,568.86	\$ (20,571.48)	(84)	\$ 19,654.58	\$ 124,464.31	\$ (104,809.73)	(84)
CIP Sales Tax Revenue	32,781.66	0.00	32,781.66	0	144,696.16	0.00	144,696.16	0
City of Lawton Grant -	0.00	0.00	0.00	0	39,676.53	0.00	39,676.53	0
Interest Income	22.44	26.46	(4.02)	(15)	696.69	127.70	568.99	446
Luncheon/Meeting Rev	0.00	0.00	0.00	0	0.00	400.00	(400.00)	(100)
Private Funding Initiat	1,000.00	400.00	600.00	150	11,000.00	400.00	10,600.00	999
Rent	0.00	0.00	0.00	0	0.00	1,000.00	(1,000.00)	(100)
OKBRP Grant Income	0.00	0.00	0.00	0	25,000.00	0.00	25,000.00	0
Total Revenue	37,801.48	24,995.32	12,806.16	51	240,723.96	126,392.01	114,331.95	90
Operating Expenses								
Payroll								
Salaries	23,097.70	14,442.50	8,655.20	60	98,428.54	74,262.22	24,166.32	33
Health Insurance	147.44	54.72	92.72	169	2,411.10	302.96	2,108.14	696
Retirement Contribu	125.00	0.00	125.00	0	500.00	0.00	500.00	0
Taxes - Payroll	1,730.78	1,108.17	622.61	56	7,557.51	5,735.32	1,822.19	32
Total Payroll	25,100.92	15,605.39	9,495.53	61	108,897.15	80,300.50	28,596.65	36
Administration								
Bad Debt - H/M	0.00	0.00	0.00	0	3,098.80	0.00	3,098.80	0
Bank Charges	25.80	25.40	0.40	2	632.70	127.00	505.70	398
Closing Costs	0.00	0.00	0.00	0	13,190.00	0.00	13,190.00	0
Fairmont Creamont-I	30.02	0.00	30.02	0	23,408.67	0.00	23,408.67	0
Depreciation Expens	116.92	111.70	5.22	5	584.60	558.50	26.10	5
Legal & Accounting	7,389.25	1,004.40	6,384.85	636	28,406.71	4,358.30	24,048.41	552
Maintenance & Repa	750.00	0.00	750.00	0	3,740.00	0.00	3,740.00	0
Meals/Luncheons	0.00	143.00	(143.00)	(100)	787.84	754.55	33.29	4
Mileage/Travel (In-S	204.70	437.32	(232.62)	(53)	832.60	2,236.48	(1,403.88)	(63)
Office Supplies	896.36	23.18	873.18	999	1,727.43	1,865.71	(138.28)	(7)
Professional Dues/S	188.59	197.58	(8.99)	(5)	2,789.41	6,905.71	(4,116.30)	(60)
Rent Expense	833.33	833.33	0.00	0	4,166.69	4,166.69	0.00	0
Research Studies	0.00	0.00	0.00	0	4,800.00	0.00	4,800.00	0
Small Equipment Pu	0.00	0.00	0.00	0	2,722.79	4,236.94	(1,514.15)	(36)
Strategic Consulting	0.00	0.00	0.00	0	0.00	126.00	(126.00)	(100)
Telecommunications	48.85	0.00	48.85	0	346.70	400.00	(53.30)	(13)
Travel-Professional	110.14	0.00	110.14	0	110.14	0.00	110.14	0
Website	0.00	(9.99)	9.99	(100)	199.99	199.99	0.00	0
Total Administration	10,593.96	2,765.92	7,828.04	283	91,545.07	25,935.87	65,609.20	253
Advertising & Marketing								
Economic Review E	0.00	0.00	0.00	0	2,500.00	0.00	2,500.00	0
Local Meetings-Oth	2,094.02	317.50	1,776.52	560	3,914.98	2,605.60	1,309.38	50
Site Selector Visits/	0.00	0.00	0.00	0	0.00	150.49	(150.49)	(100)
Community Videos	0.00	0.00	0.00	0	433.00	0.00	433.00	0
Marketing & Advert	0.00	0.00	0.00	0	6,267.00	0.00	6,267.00	0
Conferences & Trade	0.00	1,440.00	(1,440.00)	(100)	0.00	8,700.00	(8,700.00)	(100)
Tradeshow & Confer	0.00	5,650.96	(5,650.96)	(100)	0.00	12,833.41	(12,833.41)	(100)
Total Advertising & Ma	2,094.02	7,408.46	(5,314.44)	(72)	13,114.98	24,289.50	(11,174.52)	(46)
Total Operating Expenses	37,788.90	25,779.77	12,009.13	47	213,557.20	130,525.87	83,031.33	64
Operating Income	12.58	(784.45)	797.03	(102)	27,166.76	(4,133.86)	31,300.62	(757)
Gain (Loss) on Sale of	0.00	0.00	0.00	0	0.00	(30,460.07)	30,460.07	(100)
Total Other Income	0.00	0.00	0.00	0	0.00	(30,460.07)	30,460.07	(100)
Net Income (Loss)	\$ 12.58	\$ (784.45)	\$ 797.03	(102)	\$ 27,166.76	\$ (34,593.93)	\$ 61,760.69	(172)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Cash Flows
For the Period Ended November 30, 2020
INCREASE (DECREASE) IN CASH OR CASH EQUIVALENTS

	<u>1 Month Ended</u> <u>Nov. 30, 2020</u>	<u>5 Months Ended</u> <u>Nov. 30, 2020</u>
Cash Flow from Operating Activities		
Net Income (Loss)	\$ 12.58	\$ 27,166.76
Adjustments to Reconcile Cash Flow		
Depreciation	116.92	584.60
Decrease (Increase) in Current Assets		
A/R - City of Lawton - H/M	(3,997.38)	15,747.45
A/R - City of Lawton - CIP	41,723.01	(70,191.49)
A/R Employees	124.32	39.82
Accounts Receivable	9,000.00	(1,000.00)
Prepaid Rent	833.33	4,166.69
Earnest Money Paid	0.00	12,500.00
WIP - Fairmont Creamery	0.00	23,378.65
Increase (Decrease) in Current Liabilities		
Accounts Payable	851.92	(718.55)
FWT & FICA Payable	(103.42)	844.92
SWT Payable	(19.00)	93.00
FUTA/SUTA Payable	21.74	27.90
Insurance W/H	681.74	(76.00)
Deferred Revenue	<u>0.00</u>	<u>(1,100,000.00)</u>
Total Adjustments	<u>49,233.18</u>	<u>(1,114,603.01)</u>
Cash Provided (Used) by Operations	<u>49,245.76</u>	<u>(1,087,436.25)</u>
Cash Flow From Investing Activities		
Sales (Purchases) of Assets		
Cash Flow From Financing Activities		
Cash (Used) or provided by:		
Net Increase (Decrease) in Cash	49,245.76	(1,087,436.25)
Cash at Beginning of Period	<u>251,164.62</u>	<u>1,387,846.63</u>
Cash at End of Period	\$ <u><u>300,410.38</u></u>	\$ <u><u>300,410.38</u></u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Operations
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
Interest Income	\$ 22.44	\$ 26.46	\$ (4.02)	(15)	\$ 127.37	\$ 127.70	\$ (0.33)	(0)
Luncheon/Meeting Rev	0.00	0.00	0.00	0	0.00	400.00	(400.00)	(100)
Rent	0.00	0.00	0.00	0	0.00	1,000.00	(1,000.00)	(100)
OKBRP Grant Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>	<u>25,000.00</u>	<u>0.00</u>	<u>25,000.00</u>	<u>0</u>
Total Revenue	22.44	26.46	(4.02)	(15)	25,127.37	1,527.70	23,599.67	999
Operating Expenses								
Payroll								
Administration								
Bad Debt - H/M	0.00	0.00	0.00	0	3,098.80	0.00	3,098.80	0
Bank Charges	0.00	0.00	0.00	0	500.00	0.00	500.00	0
Depreciation Expens	116.92	111.70	5.22	5	584.60	558.50	26.10	5
Meals/Luncheons	0.00	0.00	0.00	0	56.11	35.15	20.96	60
Office Supplies	0.00	0.00	0.00	0	0.00	30.87	(30.87)	(100)
Rent Expense	833.33	833.33	0.00	0	4,166.69	4,166.69	0.00	0
Website	<u>0.00</u>	<u>(9.99)</u>	<u>9.99</u>	<u>(100)</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>
Total Administration	950.25	935.04	15.21	2	8,406.20	4,791.21	3,614.99	75
Advertising & Marketing								
Local Meetings-Oth	29.59	0.00	29.59	0	29.59	288.82	(259.23)	(90)
Tradeshaw & Confer	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>705.66</u>	<u>(705.66)</u>	<u>(100)</u>
Total Advertising & Ma Special Projects	29.59	0.00	29.59	0	29.59	994.48	(964.89)	(97)
Total Operating Expenses	979.84	935.04	44.80	5	8,435.79	5,785.69	2,650.10	46
Operating Income	(957.40)	(908.58)	(48.82)	5	16,691.58	(4,257.99)	20,949.57	(492)
Gain(Loss) on Sale of	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>(30,460.07)</u>	<u>30,460.07</u>	<u>(100)</u>
Total Other Income	0.00	0.00	0.00	0	0.00	(30,460.07)	30,460.07	(100)
Net Income (Loss)	\$ (957.40)	\$ (908.58)	\$ (48.82)	5	\$ 16,691.58	\$ (34,718.06)	\$ 51,409.64	(148)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Hotel/Motel
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
Hotel/Motel Revenue	\$ 3,997.38	\$ 24,568.86	\$ (20,571.48)	(84)	\$ 19,654.58	\$ 124,464.31	\$ (104,809.73)	(84)
Total Revenue	3,997.38	24,568.86	(20,571.48)	(84)	19,654.58	124,464.31	(104,809.73)	(84)
Operating Expenses								
Payroll								
Salaries	0.00	14,442.50	(14,442.50)	(100)	0.00	74,262.22	(74,262.22)	(100)
Health Insurance	0.00	54.72	(54.72)	(100)	0.00	302.96	(302.96)	(100)
Taxes - Payroll	0.00	1,108.17	(1,108.17)	(100)	0.00	5,735.32	(5,735.32)	(100)
Total Payroll	0.00	15,605.39	(15,605.39)	(100)	0.00	80,300.50	(80,300.50)	(100)
Administration								
Bank Charges	25.80	25.40	0.40	2	127.70	127.00	0.70	1
Legal & Accounting	0.00	1,004.40	(1,004.40)	(100)	0.00	4,358.30	(4,358.30)	(100)
Maintenance & Repa	750.00	0.00	750.00	0	3,740.00	0.00	3,740.00	0
Meals/Luncheons	0.00	143.00	(143.00)	(100)	731.73	719.40	12.33	2
Mileage/Travel (In-S	204.70	437.32	(232.62)	(53)	832.60	2,236.48	(1,403.88)	(63)
Office Supplies	793.46	23.18	770.28	999	1,624.53	1,834.84	(210.31)	(11)
Professional Dues/S	0.00	197.58	(197.58)	(100)	500.00	6,905.71	(6,405.71)	(93)
Small Equipment Pu	0.00	0.00	0.00	0	2,722.79	4,236.94	(1,514.15)	(36)
Strategic Consulting	0.00	0.00	0.00	0	0.00	126.00	(126.00)	(100)
Telecommunications	48.85	0.00	48.85	0	346.70	400.00	(53.30)	(13)
Travel-Professional	110.14	0.00	110.14	0	110.14	0.00	110.14	0
Website	0.00	0.00	0.00	0	0.00	199.99	(199.99)	(100)
Total Administration	1,932.95	1,830.88	102.07	6	10,736.19	21,144.66	(10,408.47)	(49)
Advertising & Marketing								
Economic Review E	0.00	0.00	0.00	0	2,500.00	0.00	2,500.00	0
Local Meetings-Oth	2,064.43	317.50	1,746.93	550	3,885.39	2,316.78	1,568.61	68
Site Selector Visits/	0.00	0.00	0.00	0	0.00	150.49	(150.49)	(100)
Community Videos	0.00	0.00	0.00	0	433.00	0.00	433.00	0
Marketing & Advert	0.00	0.00	0.00	0	2,100.00	0.00	2,100.00	0
Conferences & Trade	0.00	1,440.00	(1,440.00)	(100)	0.00	8,700.00	(8,700.00)	(100)
Tradeshow & Confer	0.00	5,375.09	(5,375.09)	(100)	0.00	11,851.88	(11,851.88)	(100)
Total Advertising & Ma Special Projects	2,064.43	7,132.59	(5,068.16)	(71)	8,918.39	23,019.15	(14,100.76)	(61)
Total Operating Expenses	3,997.38	24,568.86	(20,571.48)	(84)	19,654.58	124,464.31	(104,809.73)	(84)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Launch Lawton
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
Private Funding Initial	\$ 1,000.00	\$ 400.00	\$ 600.00	150	\$ 11,000.00	\$ 400.00	\$ 10,600.00	999
Total Revenue	1,000.00	400.00	600.00	150	11,000.00	400.00	10,600.00	999
Operating Expenses								
Payroll								
Administration								
Advertising & Marketing								
Tradeshaw & Confer	0.00	275.87	(275.87)	(100)	0.00	275.87	(275.87)	(100)
Total Advertising & Ma	0.00	275.87	(275.87)	(100)	0.00	275.87	(275.87)	(100)
Total Operating Expenses	0.00	275.87	(275.87)	(100)	0.00	275.87	(275.87)	(100)
Operating Income	1,000.00	124.13	875.87	706	11,000.00	124.13	10,875.87	999
Net Income (Loss)	\$ 1,000.00	\$ 124.13	\$ 875.87	706	\$ 11,000.00	\$ 124.13	\$ 10,875.87	999

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - FISTA
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
City of Lawton Grant -	\$ 0.00	\$ 0.00	\$ 0.00	0	\$ 39,676.53	\$ 0.00	\$ 39,676.53	0
Interest Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	0	<u>569.32</u>	<u>0.00</u>	<u>569.32</u>	0
Total Revenue	0.00	0.00	0.00	0	40,245.85	0.00	40,245.85	0
Operating Expenses								
Payroll								
Administration								
Bank Charges	0.00	0.00	0.00	0	5.00	0.00	5.00	0
Closing Costs	0.00	0.00	0.00	0	13,190.00	0.00	13,190.00	0
Fairmont Creamery-I	<u>30.02</u>	<u>0.00</u>	<u>30.02</u>	0	<u>23,408.67</u>	<u>0.00</u>	<u>23,408.67</u>	0
Total Administration	30.02	0.00	30.02	0	36,603.67	0.00	36,603.67	0
Advertising & Marketing								
Marketing & Advert	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	0	<u>4,167.00</u>	<u>0.00</u>	<u>4,167.00</u>	0
Total Advertising & Ma	0.00	0.00	0.00	0	4,167.00	0.00	4,167.00	0
Special Projects								
Total Operating Expenses	<u>30.02</u>	<u>0.00</u>	<u>30.02</u>	0	<u>40,770.67</u>	<u>0.00</u>	<u>40,770.67</u>	0
Operating Income	<u>(30.02)</u>	<u>0.00</u>	<u>(30.02)</u>	0	<u>(524.82)</u>	<u>0.00</u>	<u>(524.82)</u>	0
Net Income (Loss)	\$ <u>(30.02)</u>	\$ <u>0.00</u>	\$ <u>(30.02)</u>	0	\$ <u>(524.82)</u>	\$ <u>0.00</u>	\$ <u>(524.82)</u>	0

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - CIP
For the Periods Ended November 30, 2020 and 2019

	1 Month Ended Nov. 30, 2020	Prior Year Period	Variance	Pct	5 Months Ended Nov. 30, 2020	Prior Year Period	Variance	Pct
Revenue								
CIP Sales Tax Revenue	\$ 32,781.66	\$ 0.00	\$ 32,781.66	0	\$ 144,696.16	\$ 0.00	\$ 144,696.16	0
Total Revenue	32,781.66	0.00	32,781.66	0	144,696.16	0.00	144,696.16	0
Operating Expenses								
Payroll								
Salaries	23,097.70	0.00	23,097.70	0	98,428.54	0.00	98,428.54	0
Health Insurance	147.44	0.00	147.44	0	2,411.10	0.00	2,411.10	0
Retirement Contribu	125.00	0.00	125.00	0	500.00	0.00	500.00	0
Taxes - Payroll	<u>1,730.78</u>	<u>0.00</u>	<u>1,730.78</u>	<u>0</u>	<u>7,557.51</u>	<u>0.00</u>	<u>7,557.51</u>	<u>0</u>
Total Payroll	25,100.92	0.00	25,100.92	0	108,897.15	0.00	108,897.15	0
Administration								
Legal & Accounting	7,389.25	0.00	7,389.25	0	28,406.71	0.00	28,406.71	0
Office Supplies	102.90	0.00	102.90	0	102.90	0.00	102.90	0
Professional Dues/S	188.59	0.00	188.59	0	2,289.41	0.00	2,289.41	0
Research Studies	0.00	0.00	0.00	0	4,800.00	0.00	4,800.00	0
Website	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0</u>	<u>199.99</u>	<u>0.00</u>	<u>199.99</u>	<u>0</u>
Total Administration	7,680.74	0.00	7,680.74	0	35,799.01	0.00	35,799.01	0
Advertising & Marketing								
Special Projects								
Total Operating Expenses	32,781.66	0.00	32,781.66	0	144,696.16	0.00	144,696.16	0

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Combined
For the Period Ended November 30, 2020

	<u>5 Months Ended</u> <u>Nov. 30, 2020</u>	<u>Budget</u>	<u>Variance</u>	<u>Pct</u>
Revenue				
Hotel/Motel Revenue	\$ 19,654.58	\$ 90,000.00	\$ (70,345.42)	(78)
CIP Sales Tax Revenue	144,696.16	616,643.51	(471,947.35)	(77)
City of Lawton Grant - FISTA	39,676.53	250,000.00	(210,323.47)	(84)
Interest Income	696.69	325.00	371.69	114
Luncheon/Meeting Revenue	0.00	17,500.00	(17,500.00)	(100)
Donated Goods and Services	0.00	1,500.00	(1,500.00)	(100)
Private Funding Initiative	11,000.00	20,000.00	(9,000.00)	(45)
Rent	0.00	1,000.00	(1,000.00)	(100)
Sponsorships	0.00	7,000.00	(7,000.00)	(100)
OKBRP Grant Income	<u>25,000.00</u>	<u>0.00</u>	<u>25,000.00</u>	<u>0</u>
Total Revenue	240,723.96	1,003,968.51	(763,244.55)	(76)
Operating Expenses				
Payroll				
Salaries	98,428.54	480,000.00	(381,571.46)	(79)
Health Insurance	2,411.10	12,625.00	(10,213.90)	(81)
Retirement Contribution	500.00	9,314.00	(8,814.00)	(95)
Taxes - Payroll	<u>7,557.51</u>	<u>42,636.00</u>	<u>(35,078.49)</u>	<u>(82)</u>
Total Payroll	108,897.15	544,575.00	(435,677.85)	(80)
Administration				
Bad Debt - H/M	3,098.80	0.00	3,098.80	0
Bank Charges	632.70	625.00	7.70	1
Closing Costs	13,190.00	0.00	13,190.00	0
Computer Equip Maintenance	0.00	2,250.00	(2,250.00)	(100)
Fairmont Creamery-Annual Py	0.00	250,000.00	(250,000.00)	(100)
Fairmont Creamont-Improvem	23,408.67	790,000.00	(766,591.33)	(97)
Depreciation Expense	584.60	1,200.00	(615.40)	(51)
Insurance Expense	0.00	8,500.00	(8,500.00)	(100)
Interest Expense	0.00	23,129.17	(23,129.17)	(100)
Loan Payment - Principal	0.00	33,514.34	(33,514.34)	(100)
Legal & Accounting	28,406.71	87,500.00	(59,093.29)	(68)
Maintenance & Repairs	3,740.00	3,000.00	740.00	25
Meals/Lucheons	787.84	7,000.00	(6,212.16)	(89)
Mileage/Travel (In-State)	832.60	7,000.00	(6,167.40)	(88)
Office Supplies	1,727.43	6,250.00	(4,522.57)	(72)
Postage	0.00	1,500.00	(1,500.00)	(100)
Professional Dues/Subscriptio	2,789.41	19,000.00	(16,210.59)	(85)
Rent Expense	4,166.69	10,100.00	(5,933.31)	(59)
Research Studies	4,800.00	6,000.00	(1,200.00)	(20)
Small Equipment Purchases	2,722.79	16,625.00	(13,902.21)	(84)
Strategic Consulting	0.00	6,000.00	(6,000.00)	(100)
Telecommunications	346.70	3,000.00	(2,653.30)	(88)
Training/Professional Develo	0.00	5,000.00	(5,000.00)	(100)
Travel-Professional Dev	110.14	6,000.00	(5,889.86)	(98)
Utilities	0.00	6,000.00	(6,000.00)	(100)

	5 Months Ended Nov. 30, 2020	Budget	Variance	Pct
Website	199.99	13,500.00	(13,300.01)	(99)
Total Administration	91,545.07	1,312,693.51	(1,221,148.44)	(93)
Advertising & Marketing				
Econ Review-Copying/Printin	0.00	5,000.00	(5,000.00)	(100)
Economic Review Expenses	2,500.00	14,000.00	(11,500.00)	(82)
Annual ED Luncheon	0.00	7,000.00	(7,000.00)	(100)
Industry Programs	0.00	750.00	(750.00)	(100)
Local Meetings-Other	3,914.98	17,775.00	(13,860.02)	(78)
Site Selector Visits/Meetings	0.00	3,500.00	(3,500.00)	(100)
Community Videos	433.00	11,625.00	(11,192.00)	(96)
Marketing & Advertising	6,267.00	15,800.00	(9,533.00)	(60)
Promotional Items	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	4,500.00	(4,500.00)	(100)
Conferences & Tradeshows	0.00	20,500.00	(20,500.00)	(100)
Tradeshow & Conferences Tr	0.00	33,250.00	(33,250.00)	(100)
Total Advertising & Marketing	13,114.98	136,700.00	(123,585.02)	(90)
Special Projects				
Total Operating Expenses	213,557.20	1,993,968.51	(1,780,411.31)	(89)
Operating Income	27,166.76	(990,000.00)	1,017,166.76	(103)
Net Income (Loss)	\$ 27,166.76	\$ (990,000.00)	\$ 1,017,166.76	(103)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Operations
For the Period Ended November 30, 2020

	<u>5 Months Ended</u> <u>Nov. 30, 2020</u>	<u>Budget</u>	<u>Variance</u>	<u>Pct</u>
Revenue				
Interest Income	\$ 127.37	\$ 325.00	\$ (197.63)	(61)
Luncheon/Meeting Revenue	0.00	17,500.00	(17,500.00)	(100)
Donated Goods and Services	0.00	1,500.00	(1,500.00)	(100)
Rent	0.00	1,000.00	(1,000.00)	(100)
Sponsorships	0.00	7,000.00	(7,000.00)	(100)
OKBRP Grant Income	<u>25,000.00</u>	<u>0.00</u>	<u>25,000.00</u>	<u>0</u>
Total Revenue	25,127.37	27,325.00	(2,197.63)	(8)
Operating Expenses				
Payroll				
Administration				
Bad Debt - H/M	3,098.80	0.00	3,098.80	0
Bank Charges	500.00	0.00	500.00	0
Depreciation Expense	584.60	1,200.00	(615.40)	(51)
Meals/Luncheons	56.11	500.00	(443.89)	(89)
Office Supplies	0.00	250.00	(250.00)	(100)
Rent Expense	4,166.69	10,100.00	(5,933.31)	(59)
Strategic Consulting	<u>0.00</u>	<u>1,500.00</u>	<u>(1,500.00)</u>	<u>(100)</u>
Total Administration	8,406.20	13,550.00	(5,143.80)	(38)
Advertising & Marketing				
Annual ED Luncheon	0.00	7,000.00	(7,000.00)	(100)
Local Meetings-Other	29.59	1,775.00	(1,745.41)	(98)
Tradeshows & Conferences	0.00	2,500.00	(2,500.00)	(100)
Tradeshow & Conferences Tr	<u>0.00</u>	<u>2,500.00</u>	<u>(2,500.00)</u>	<u>(100)</u>
Total Advertising & Marketing	29.59	13,775.00	(13,745.41)	(100)
Special Projects				
Total Operating Expenses	<u>8,435.79</u>	<u>27,325.00</u>	<u>(18,889.21)</u>	<u>(69)</u>
Operating Income	<u>16,691.58</u>	<u>0.00</u>	<u>16,691.58</u>	<u>0</u>
Net Income (Loss)	\$ <u>16,691.58</u>	\$ <u>0.00</u>	\$ <u>16,691.58</u>	<u>0</u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Hotel/Motel
For the Period Ended November 30, 2020

	5 Months Ended Nov. 30, 2020	Budget	Variance	Pct
Revenue				
Hotel/Motel Revenue	\$ 19,654.58	\$ 90,000.00	\$ (70,345.42)	(78)
Total Revenue	19,654.58	90,000.00	(70,345.42)	(78)
Operating Expenses				
Payroll				
Administration				
Bank Charges	127.70	325.00	(197.30)	(61)
Computer Equip Maint	0.00	1,000.00	(1,000.00)	(100)
Insurance Expense	0.00	3,000.00	(3,000.00)	(100)
Maintenance & Repairs	3,740.00	1,000.00	2,740.00	274
Meals/Luncheons	731.73	2,000.00	(1,268.27)	(63)
Mileage/Travel (In-State)	832.60	4,000.00	(3,167.40)	(79)
Office Supplies	1,624.53	3,000.00	(1,375.47)	(46)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	500.00	0.00	500.00	0
Small Equipment Purchases	2,722.79	5,275.00	(2,552.21)	(48)
Strategic Consulting	0.00	4,500.00	(4,500.00)	(100)
Telecommunications	346.70	1,200.00	(853.30)	(71)
Training/Professional Develo	0.00	5,000.00	(5,000.00)	(100)
Travel-Professional Dev	110.14	6,000.00	(5,889.86)	(98)
Website	0.00	5,000.00	(5,000.00)	(100)
Total Administration	10,736.19	41,800.00	(31,063.81)	(74)
Advertising & Marketing				
Econ Review-Copying/Printin	0.00	5,000.00	(5,000.00)	(100)
Economic Review Expenses	2,500.00	2,000.00	500.00	25
Local Meetings-Other	3,885.39	3,400.00	485.39	14
Site Selector Visits/Meetings	0.00	500.00	(500.00)	(100)
Community Videos	433.00	11,625.00	(11,192.00)	(96)
Marketing & Advertising	2,100.00	10,800.00	(8,700.00)	(81)
Promotional Items	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	2,000.00	(2,000.00)	(100)
Conferences & Tradeshow	0.00	7,500.00	(7,500.00)	(100)
Tradeshow & Conferences Tr	0.00	2,375.00	(2,375.00)	(100)
Total Advertising & Marketing	8,918.39	48,200.00	(39,281.61)	(81)
Special Projects				
Total Operating Expenses	19,654.58	90,000.00	(70,345.42)	(78)

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - Launch Lawton
For the Period Ended November 30, 2020

	5 Months Ended Nov. 30, 2020	Budget	Variance	Pct
Revenue				
Private Funding Initiative	\$ <u>11,000.00</u>	\$ <u>20,000.00</u>	\$ <u>(9,000.00)</u>	<u>(45)</u>
Total Revenue	11,000.00	20,000.00	(9,000.00)	(45)
Operating Expenses				
Payroll				
Administration				
Advertising & Marketing				
Economic Review Expenses	0.00	12,000.00	(12,000.00)	(100)
Industry Programs	0.00	750.00	(750.00)	(100)
Local Meetings-Other	0.00	1,000.00	(1,000.00)	(100)
Site Selector Visits/Meetings	0.00	3,000.00	(3,000.00)	(100)
Prospect Travel	0.00	2,500.00	(2,500.00)	(100)
Tradeshow & Conferences Tr	<u>0.00</u>	<u>750.00</u>	<u>(750.00)</u>	<u>(100)</u>
Total Advertising & Marketing	<u>0.00</u>	<u>20,000.00</u>	<u>(20,000.00)</u>	<u>(100)</u>
Total Operating Expenses	<u>0.00</u>	<u>20,000.00</u>	<u>(20,000.00)</u>	<u>(100)</u>
Operating Income	<u>11,000.00</u>	<u>0.00</u>	<u>11,000.00</u>	<u>0</u>
Net Income (Loss)	\$ <u><u>11,000.00</u></u>	\$ <u><u>0.00</u></u>	\$ <u><u>11,000.00</u></u>	<u><u>0</u></u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - FISTA
For the Period Ended November 30, 2020

	5 Months Ended Nov. 30, 2020	Budget	Variance	Pct
Revenue				
City of Lawton Grant - FISTA	\$ 39,676.53	\$ 250,000.00	\$ (210,323.47)	(84)
Interest Income	<u>569.32</u>	<u>0.00</u>	<u>569.32</u>	<u>0</u>
Total Revenue	40,245.85	250,000.00	(209,754.15)	(84)
Operating Expenses				
Payroll				
Salaries	0.00	135,000.00	(135,000.00)	(100)
Health Insurance	0.00	4,000.00	(4,000.00)	(100)
Retirement Contribution	0.00	3,000.00	(3,000.00)	(100)
Taxes - Payroll	<u>0.00</u>	<u>13,000.00</u>	<u>(13,000.00)</u>	<u>(100)</u>
Total Payroll	0.00	155,000.00	(155,000.00)	(100)
Administration				
Bank Charges	5.00	300.00	(295.00)	(98)
Closing Costs	13,190.00	0.00	13,190.00	0
Computer Equip Maintenance	0.00	250.00	(250.00)	(100)
Fairmont Creamery-Annual Py	0.00	250,000.00	(250,000.00)	(100)
Fairmont Creamery-Improvem	23,408.67	790,000.00	(766,591.33)	(97)
Insurance Expense	0.00	3,500.00	(3,500.00)	(100)
Legal & Accounting	0.00	12,500.00	(12,500.00)	(100)
Maintenance & Repairs	0.00	1,000.00	(1,000.00)	(100)
Meals/Lucheons	0.00	2,500.00	(2,500.00)	(100)
Mileage/Travel (In-State)	0.00	1,000.00	(1,000.00)	(100)
Office Supplies	0.00	1,000.00	(1,000.00)	(100)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	0.00	2,000.00	(2,000.00)	(100)
Small Equipment Purchases	0.00	8,850.00	(8,850.00)	(100)
Telecommunications	0.00	600.00	(600.00)	(100)
Utilities	0.00	6,000.00	(6,000.00)	(100)
Website	<u>0.00</u>	<u>5,000.00</u>	<u>(5,000.00)</u>	<u>(100)</u>
Total Administration	36,603.67	1,085,000.00	(1,048,396.33)	(97)
Advertising & Marketing				
Marketing & Advertising	<u>4,167.00</u>	<u>0.00</u>	<u>4,167.00</u>	<u>0</u>
Total Advertising & Marketing	4,167.00	0.00	4,167.00	0
Special Projects	<u> </u>	<u> </u>	<u> </u>	<u> </u>
Total Operating Expenses	<u>40,770.67</u>	<u>1,240,000.00</u>	<u>(1,199,229.33)</u>	<u>(97)</u>
Operating Income	<u>(524.82)</u>	<u>(990,000.00)</u>	<u>989,475.18</u>	<u>(100)</u>
Net Income (Loss)	\$ <u>(524.82)</u>	\$ <u>(990,000.00)</u>	\$ <u>989,475.18</u>	<u>(100)</u>

LAWTON-FORT SILL ECONOMIC DEV CORP
Statement of Activity - CIP
For the Period Ended November 30, 2020

	<u>5 Months Ended Nov. 30, 2020</u>	<u>Budget</u>	<u>Variance</u>	<u>Pct</u>
Revenue				
CIP Sales Tax Revenue	\$ 144,696.16	\$ 616,643.51	\$ (471,947.35)	(77)
Total Revenue	144,696.16	616,643.51	(471,947.35)	(77)
Operating Expenses				
Payroll				
Salaries	98,428.54	345,000.00	(246,571.46)	(71)
Health Insurance	2,411.10	8,625.00	(6,213.90)	(72)
Retirement Contribution	500.00	6,314.00	(5,814.00)	(92)
Taxes - Payroll	<u>7,557.51</u>	<u>29,636.00</u>	<u>(22,078.49)</u>	<u>(74)</u>
Total Payroll	108,897.15	389,575.00	(280,677.85)	(72)
Administration				
Computer Equip Maintenance	0.00	1,000.00	(1,000.00)	(100)
Insurance Expense	0.00	2,000.00	(2,000.00)	(100)
Interest Expense	0.00	23,129.17	(23,129.17)	(100)
Loan Payment - Principal	0.00	33,514.34	(33,514.34)	(100)
Legal & Accounting	28,406.71	75,000.00	(46,593.29)	(62)
Maintenance & Repairs	0.00	1,000.00	(1,000.00)	(100)
Meals/Luchcons	0.00	2,000.00	(2,000.00)	(100)
Mileage/Travel (In-State)	0.00	2,000.00	(2,000.00)	(100)
Office Supplies	102.90	2,000.00	(1,897.10)	(95)
Postage	0.00	500.00	(500.00)	(100)
Professional Dues/Subscriptio	2,289.41	17,000.00	(14,710.59)	(87)
Research Studies	4,800.00	6,000.00	(1,200.00)	(20)
Small Equipment Purchases	0.00	2,500.00	(2,500.00)	(100)
Telecommunications	0.00	1,200.00	(1,200.00)	(100)
Website	<u>199.99</u>	<u>3,500.00</u>	<u>(3,300.01)</u>	<u>(94)</u>
Total Administration	35,799.01	172,343.51	(136,544.50)	(79)
Advertising & Marketing				
Local Meetings-Other	0.00	11,600.00	(11,600.00)	(100)
Marketing & Advertising	0.00	5,000.00	(5,000.00)	(100)
Conferences & Tradeshow	0.00	10,500.00	(10,500.00)	(100)
Tradeshow & Conferences Tr	<u>0.00</u>	<u>27,625.00</u>	<u>(27,625.00)</u>	<u>(100)</u>
Total Advertising & Marketing	0.00	54,725.00	(54,725.00)	(100)
Special Projects	0.00	0.00	0.00	0.00
Total Operating Expenses	144,696.16	616,643.51	(471,947.35)	(77)

12/5/2020
13:16

LAWTON-FORT SILL ECONOMIC DEV CORP
General Ledger - Period Ending 11/30/20

Company: LED
Page: 1

<u>Date</u>	<u>Mt</u>	<u>Reference</u>	<u>Account</u>	<u>Description</u>	<u>Current</u>	<u>Year-to-Date</u>
Beginning Balance			4517	City of Lawton Grant - FISTA		-39,676.53*
				Ending Balance =	0.00*	-39,676.53**
Beginning Balance			4520	Interest Income		-569.32*
				Ending Balance =	0.00*	-569.32**
Beginning Balance			4645	Bank Charges		5.00*
11/23/20	11	CR4	4645	REFUND SERVICE CHARGE	-5.00	
11/30/20	11	CD2	4645	RECORD FISTA ACCT SVC CHG	5.00	
				Ending Balance =	0.00*	5.00**
Beginning Balance			4647	Closing Costs		13,190.00*
				Ending Balance =	0.00*	13,190.00**
Beginning Balance			4654	Fairmont Creamery-Improvements		23,378.65*
11/9/20	11	8015	4654	CITY OF LAWTON	30.02	
				Ending Balance =	30.02*	23,408.67**
Beginning Balance			4885	Marketing & Advertising		4,167.00*
				Ending Balance =	0.00*	4,167.00**
This is a partial G/L. 3 Transactions				General Ledger is in balance.		0.00**
Current Profit		12.58		Y-T-D Profit	27,166.76	

November RFP Chart

	Project Name	Jobs/Wages	Capital Investment	Land Requirement	Source	MFG	Date Received	Date of last contact
1	Superhero	Jobs 180/Wage: TBD	100M	100K sqft bldg	ODOC	Yes	7/9/2020	7/9/2020
2	Igloo	Jobs 300/Wage TBD	10M	30K sqft bldg; 5 acres	ODOC	Yes	7/24/2020	12/8/2020
3	Roy			1-4 acres	PSO	No	8/21/2020	8/21/2020
4	Steamboat	Jobs 100-300/Wage 104K	12M	20-50 acres	COL/LEDC	No	8/30/2020	11/19/2020
5	Point/Arrow	Jobs 190/Wage \$40,000	6M	70K sqft bldg Mar 2021	ODOC	Yes	9/14/2020	9/21/2020
6	Hammer	Jobs 23/Wage \$17,000		3 acres; 7,000 sqft bldg	LEDC	Yes	9/21/2020	9/23/2020
7	Sprite	Jobs 120 or 210 Wage \$120,000	25M or 40M	120,000 or 260,000 sqft bldg	ODOC	Yes	9/28/2020	10/16/2020
8	Globe				Link	Yes	10/5/2020	10/5/2020
9	Pumpkin			10 and 70 acres	LEDC	No	10/5/2020	12/9/2020

Lawton-Fort Sill Economic Development Monthly Activity Report

Reporting Period November 2020

The Lawton-Fort Sill Economic Development Corporation (LEDC) closed the month of November by promoting Lawton-Fort Sill, pursuing new business, and assisting local companies to expand their job base.

We responded to 0 new leads for the month of November.

We had the opportunity to host 1 project site visit (Project Igloo) and the Westside Industrial Park Meeting for the month of November.

We continue to monitor and work our leads as they move forward. The current situation continues to slow the process down, but the projects are beginning to become more active again.

Current and Upcoming Events:

Governor's Team-November
OEDC –November
OSA –November

Leads:

No leads in November
12 site consultants/real estate
0 exec. contacts
0 national corp. contacts

Social Media- 8

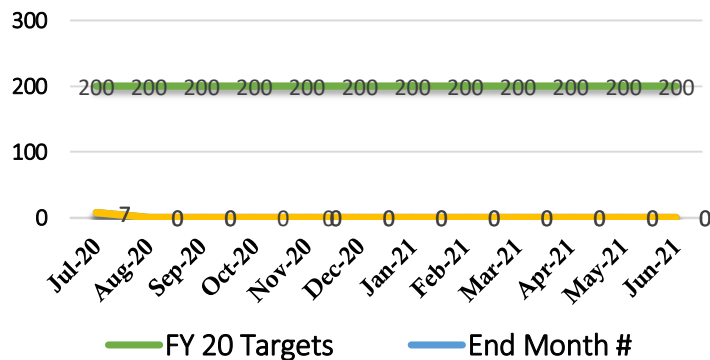
Website Views- 26,984

National Media Stories- 0

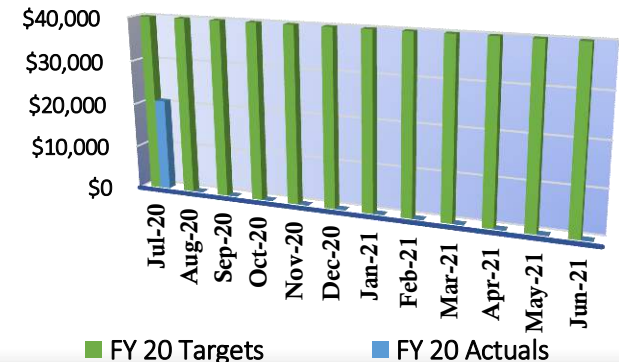
Performance Measures

Performance Measures	FY 20 Targets	Month Actuals	YTD
Leads	24	0	7
Prospects	100	7	35
National Site Consultants/Real Estate Executives	75	12	38
National Corporations Contacted	20	0	14

New Primary Jobs



Average Salary of New Jobs



For any question about this report, feel free to contact LEDC at 580-354-1625. Brad Cooksey, President