

### **Major Events Reimbursement Program**

# Report on the 2017-2018 National Cutting Horse Association Triple Crown

Dates of Event: 2017 World Championship Futurity & World Finals November 15-December 10, 2017; 2018 Super Stakes & Super Stakes Classic March 30-April 21, 2018; 2018 Summer Spectacular & Derby July 16-August 5, 2018

#### **BACKGROUND**

The Major Events Reimbursement Program permits local governments and local organizing committees to apply to the State for the establishment of a Major Events Reimbursement Fund to help pay for certain eligible costs associated with conducting specifically-named major events. To qualify as a Major Event, the event must meet all statutory and administrative requirements pursuant to Article 5190.14, Section 5A, Vernon's Texas Civil Statutes and Texas Administrative Code Chapter 184. The fund established for each event consists of money deposited by the State and the local government in an amount equal to the estimated incremental increase in tax receipts, as determined by the State, that are directly attributable to the preparation for and presentation of the event. Estimates are based on a one-year period that begins two months before the first day of the event and continues for ten months thereafter. In accordance with statute, the estimated increase in tax receipts is limited to amounts collected within a designated market area, and only to amounts collected from five specific tax types.

The Legislature transferred the administration of the program from the Texas Comptroller of Public Accounts (Comptroller's Office) to the Economic Development and Tourism Office within the Office of the Governor (OOG) during the 84th Legislative Session, with an effective date of September 1, 2015. As part of these duties, Article 5190.14, Section 5A(w) requires the Office of the Governor to use existing resources to complete a post-event study in the market area of eligible major events.

This post-event economic impact study provides the best available information regarding the direct tax effects of the 2017-2018 National Cutting Horse Association Triple Crown.

#### **SUMMARY OF EVENT**

The 2017-2018 National Cutting Horse Association Triple Crown (the "event") is comprised of the 2017 World Championship Futurity & World Finals ("Futurity") (November 15-December 10, 2017), the 2018 Super Stakes & Super Stakes Classic ("Super Stakes") (March 30-April 21, 2018) and the 2018 Summer Spectacular & Derby ("Summer Spectacular") (July 16-August 5, 2018). All three parts of the event were held at the Will Rogers Memorial Center in Fort Worth. The application was submitted by the City of Fort Worth (the "Applicant"). The Applicant was also the endorsing entity for the Event. The National Cutting Horse Association was Site Selection Organization for the event. A Site Selection Letter was submitted to the OOG as a part of the application to the program. See Appendix A for the application, including the Site Selection Letter.

The Applicant was required to have and attendance of 3,117 average daily attendance on the primary event days, November 15-December 10, 2017, for the Futurity. According to the attendance report provided to the OOG by the Applicant, the average daily attendance was 4,664 with an estimated 54 percent of total attendees from out-of-state. The Applicant was required to have and attendance of 1,410 average daily attendance on the primary event days, March 30-April 21, 2018 for the Super Stakes. According to the attendance report provided to the OOG by the Applicant, the average daily attendance was 1,731 with an estimated 48 percent of total attendees from out-of-state. The Applicant was required to have and attendance of 2,082 average daily attendance on the primary event days, July 16-August 5, 2018 for the Summer Spectacular. According to the attendance report provided to the OOG by the

Applicant, the average daily attendance was 2,749 with an estimated 46 percent of total attendees from out-of-state. This OOG report makes no assumptions about the accuracy of this reported estimate.

#### **METHODOLOGY**

The methodology established to determine the direct tax effects of the event by the OOG begins with collecting tax data for the five applicable taxes for the most precise period available. Collection of information requires interagency cooperation. Some tax data is available for a monthly period and by city or county. However, some taxes are collected statewide and are only reported quarterly or annually. Since daily tax collection data is unavailable, specific taxes collected for only the days during which the event occurred cannot be determined. After collecting the available data, the OOG compares the tax information for the month of the event in the market area to the same month of years prior to the event. Comparing data from the event to the same time period of the following year cannot be done since the report is due prior to the following year's data being available. The OOG assessed other factors that could also affect the tax data. Some of the factors include: population growth, crowding out effects (locals leaving town or staying home due to an influx of visitors), other events being held in the market area during the month of the event, or an event being held in the market area in the year before the event. Some events are under multiyear contract with the Site Selection Organization, and therefore the data may be compared with the same event from the previous year. The OOG does not have information available regarding events that do not apply to any of the Events Trust Fund programs to factor into the comparison. These reasons inhibit the OOG from determining the actual amount of incremental tax increases of the 2018 NCAA Final Four utilizing existing resources.

#### **APPLICABLE STATE TAXES**

In accordance with the Major Events Reimbursement Program statute, the estimated increase in tax receipts attributed to Major Events are limited to amounts collected within a designated market area, and only to amounts collected from five specific tax types. The five state taxes are: 1) state sales and use taxes; 2) hotel occupancy taxes; 3) mixed beverage taxes; 4) motor vehicle rental taxes; and 5) wholesale alcoholic beverage taxes. Information on each of these tax types are summarized as follows:

#### Sales & Use Tax

The sales and use tax rate of 6.25 percent is assessed on all tangible personal property and certain services. The sales and use tax is collected by the Comptroller's Office either monthly, quarterly, or annually based on certain qualifications. Since the period of collection varies by business, determining the taxes directly attributable to the event is not attainable. This report reflects that data for the quarter. The OOG considers two categories to determine Sales & Use Tax spending – food and non-alcoholic beverages consumed at eating and drinking establishments and shopping and entertainment. This tax is also likely to be affected by crowding out.

#### **Hotel Occupancy Tax**

The state hotel tax rate is 6.0 percent and is collected on either a monthly or quarterly basis. The Comptroller's Office collects only the state tax portion of the hotel tax, while cities and counties are primarily responsible for collecting their own local hotel taxes. Similar to sales and use tax, the variation

of periods that the tax is collected from businesses results in an indeterminable incremental tax increase as a result of the event. Most hotels report monthly, therefore, this report reflects the monthly data.

#### Motor Vehicle Rental Tax

The motor vehicle gross rental receipts tax is imposed on motor vehicle rentals. The tax rate is based on the length of the rental contract listed below:

- 10% for contracts of 1-30 days.
- 6.25% for contracts exceeding 30 days but no longer than 180 days.

#### Mixed Beverage Tax

The gross receipts tax of 6.70 percent is charged with the sale of mixed beverages on the amount received from the sale, preparation, or service from the sale of an alcoholic beverage that is consumed on the premises of the mixed beverage permittee. The mixed beverage sales tax of 8.25 percent is imposed on the person or organization holding the mixed beverage permit and not the customer. This tax is collected monthly, but since the mixed beverage sales tax is imposed on the mixed beverage permit holder, it may not be added to the selling price as a separate charge and may not be "backed out" from the amount received. This can result in an inaccurate reporting of spending on mixed beverages by event attendees.

#### Title 5 ABC Tax

Tax rates vary depending on beverage type and alcohol content. The Texas Alcoholic Beverage Commission (TABC) Tax Division receives and processes monthly excise tax reports. Manufacturers of alcoholic beverages may only sell to wholesalers/distributors, and the wholesalers/distributors may, in turn, sell only to the retailers. Alcoholic beverages become taxable when the beverages are sold at the retail level, and data for tax collection is only available at a state level. Additionally, the Title 5 ABC tax and the mixed beverage tax are likely to be affected by crowding out, resulting in an unmeasurable effect of the event on these taxes.

#### TOTAL INCREMENTAL INCREASE IN STATE TAX RECEIPTS

The Major Events Reimbursement Program statute requires the OOG to provide an estimate for the incremental increases in tax receipts expected to be generated by the Event based on the five specified tax-types. The estimate was comprised of both Primary Direct Spending and Secondary Direct Spending (including indirect and induced). The total estimated incremental increase to the state for the Futurity was \$1,425,748. Based on this amount, the Applicant was required to submit a local share of \$228,120, resulting in a total trust fund of \$1,653,868. The total estimated incremental increase to the state for the 2018 Super Stakes & Super Stakes Classic was \$550,505. Based on this amount, the Applicant was required to submit a local share of \$88,081, resulting in a total trust fund of \$638,586. The total estimated incremental increase to the state for the 2018 Summer Spectacular & Derby was \$515,388. Based on this amount, the Applicant was required to submit a local share of \$82,463, resulting in a total trust fund of \$597,851. Based on all three events, the total estimated incremental increase to the state for the 2017-2018 National Cutting Horse Association Triple Crown was \$2,491,641 and the Applicant was required to submit a total local share amount of \$398,664, resulting in a total trust fund of \$2,890,305. State shares and local shares are according to the state-to-local share ratio of 6.25:1 (See Appendix B).

The following chart provide the breakdown of the estimated incremental increase of state taxes from the Primary and Secondary Direct Spending. The estimates are based off the initial award, prior to reduction.

2017 World Championship Futurity & World Finals - Type of	Primary	y - Direct
Expenditure	Spending	Taxes
Hotel & Motels (Hotel Occupancy Tax)	\$ 2,352,476	\$ 141,149
Eating & Drinking Establishments (Sales & Use Tax)	\$ 4,052,500	\$ 253,281
Shopping & Entertainment (Sales & Use Tax)	\$ 5,268,250	\$ 329,266
Alcoholic Beverages (Mixed & Title 5 ABC)	\$ 2,917,800	\$ 200,161
Car Rental (Car Rental Tax)	\$ 101,313	\$ 10,131
TOTAL	\$ 14,692,339	\$ 933,988
The Secondary Direct Spending estimate was \$552,724.		

2018 Super Stakes & Super Stakes Classic - Type of Expenditure	Primary - Direct	
	Spending	Taxes
Hotel & Motels (Hotel Occupancy Tax)	\$ 1,011,746	\$ 60,705
Eating & Drinking Establishments (Sales & Use Tax)	\$ 1,621,250	\$ 101,328
Shopping & Entertainment (Sales & Use Tax)	\$ 2,107,625	\$ 131,727
Alcoholic Beverages (Mixed & Title 5 ABC)	\$ 1,167,300	\$ 80,077
Car Rental (Car Rental Tax)	\$ 40,531	\$ 4,053
TOTAL	\$ 5,948,452	\$ 377,890
The Secondary Direct Spending estimate was \$218,293.		•

2018 Summer Spectacular & Derby - Type of Expenditure	Primary - Direct	
	Spending	Taxes
Hotel & Motels (Hotel Occupancy Tax)	\$ 1,100,610	\$ 66,037
Eating & Drinking Establishments (Sales & Use Tax)	\$ 1,749,000	\$ 109,312
Shopping & Entertainment (Sales & Use Tax)	\$ 2,273,700	\$ 142,106
Alcoholic Beverages (Mixed & Title 5 ABC)	\$ 1,574,100	\$ 107,983
Car Rental (Car Rental Tax)	\$ 54,656	\$ 5,466
TOTAL	\$ 6,752,066	\$ 390,904
The Secondary Direct Spending estimate was \$239,257.		

Primary Direct Spending was estimated by the OOG based on projected attendance and projected event spending. Estimated attendee spending was broken down by five (5) expenditure categories: Food and Beverage (Sales & Use Tax); Entertainment and Shopping (Sales & Use Tax); Lodging (Hotel Occupancy Tax); Rental Car (Car Rental Tax); and Alcohol (Mixed Beverage and Title 5 ABC taxes). The estimated incremental increases in state and local taxes were then calculated for each spending category. The OOG defined the market area for the event as Tarrant County.

Secondary Direct Spending estimates were derived by the OOG by using an economic model to determine tourism industry employment and statutorily eligible tax impacts associated with the event.

#### STATE TAX RECEIPT IMPACTS FROM DIRECT SPENDING

The following tables are based on the best information the OOG was able to gather on tax receipts for the five tax-types specified in the Events Reimbursement Fund statute. The chart shows amounts for December 2017, January 2018, April 2018, May 2018, August 2018, and September 2018 since the events occurred in November 2017, December 2017, March 2018, April 2018, July 2018, and August 2018 and taxes are collected in the month following the event. According to the data provided below, the market area saw an overall increase in tax receipts when compared to tax receipts from the same time period of the previous year. However, changes in tax receipts cannot reliably be attributed to any particular event as addressed in detail under Methodology.

#### 2017 World Championship Futurity & World Finals

Sales Tax			
	2017 Q1	2018 Q1	Difference
Tarrant County	\$418,830,060	\$447,893,580	\$29,063,520
Hotel Occupancy		· · · · · ·	
	December 2016	December 2017	Difference
Tarrant County	\$3,301,007	\$3,474,536	\$173,529
	January 2017	January 2018	Difference
Tarrant County	\$3,841,420	\$3,958,733	\$117,313
Car Rental			
	December 2016	December 2017	Difference
State of Texas	\$27,678,768	\$29,896,210	\$2,217,442
	January 2017	January 2018	Difference
State of Texas	\$16,180,059	\$17,292,513.20	\$1,112,454
Mixed Beverage - Gross Re	eceipts		
	December 2016	December 2017	Difference
Tarrant County	\$3,833,462	\$4,054,592	\$221,130
	January 2017	January 2018	Difference
Tarrant County	\$3,265,166	\$3,316,087	\$50,921
Mixed Beverage - Mixed B	everage Sales Tax		
	December 2016	December 2017	Difference
Tarrant County	\$4,720,308	\$4,992,595	\$272,287
	January 2017	January 2018	Difference
Tarrant County	\$4,020,540	\$4,083,242	\$62,702
Title 5 ABC			
	December 2016	December 2017	Difference
State of Texas	\$20,356,739	\$24,426,047	\$4,069,309
	January 2017	January 2018	Difference
State of Texas	\$22,003,078	\$20,906,039	(\$1,097,039)

#### 2018 Super Stakes & Super Stakes Classic

Sales Tax			
	2017 Q2	2018 Q2	Difference
Tarrant County	\$452,788,763	\$479,477,802	\$26,689,039
Hotel Occupancy	·		
	April 2017	April 2018	Difference
Tarrant County	\$4,094,655	\$4,429,059	\$334,404
	May 2017	May 2018	Difference
Tarrant County	\$4,104,019	\$4,433,262	\$329,243
Car Rental			
	April 2017	April 2018	Difference
State of Texas	\$18,555,889	\$19,861,916	\$1,306,027
	May 2017	May 2018	Difference
State of Texas	\$19,754,010	\$20,695,351	\$941,341
Mixed Beverage - Gross Red	ceipts		
	April 2017	April 2018	Difference
Tarrant County	\$3,537,553	\$3,615,770	\$78,217
	May 2017	May 2018	Difference
Tarrant County	\$3,550,570	\$3,928,617	\$378,046
Mixed Beverage - Mixed Be	verage Sales Tax		
	April 2017	April 2018	Difference
Tarrant County	\$4,355,942	\$4,452,254	\$96,312
	May 2017	May 2018	Difference
Tarrant County	\$4,371,971	\$4,837,476	\$465,505
Title 5 ABC			
	April 2017	April 2018	Difference
State of Texas	\$19,677,191	\$20,439,675	\$762,484
	May 2017	May 2018	Difference
State of Texas	\$18,505,430	\$18,191,316	(\$314,114)

#### 2018 Summer Spectacular & Derby

Sales Tax			
	2017 Q2	2018 Q2	Difference
Tarrant County	\$452,788,763	\$479,477,802	\$26,689,039
	2017 Q3	2018 Q3	Difference
Tarrant County	\$448,469,625	\$465,911,140	\$17,441,515
Hotel Occupancy			
	August 2017	August 2018	Difference
Tarrant County	452,788,763	\$479,477,802	\$26,689,039
	September 2017	September 2018	Difference
Tarrant County	\$448,469,625	\$465,911,140	\$17,441,515

Car Rental			
	August 2017	August 2018	Difference
State of Texas	\$19,671,987	\$22,164,742	\$2,492,755
	September 2017	September 2018	Difference
State of Texas	\$30,881,348	\$31,065,712.70	\$184,365
Mixed Beverage - Gross Re	eceipts		
	August 2017	August 2018	Difference
Tarrant County	\$3,285,845	\$3,698,227	\$412,382
	September 2017	September 2018	Difference
Tarrant County	\$3,833,435	\$4,041,688	\$208,253
Mixed Beverage - Mixed B	Beverage Sales Tax		
	August 2017	August 2018	Difference
Tarrant County	\$4,046,004	\$4,553,787	\$507,783
	September 2017	September 2018	Difference
Tarrant County	\$4,720,274	\$4,976,705	\$256,431
Title 5 ABC			
	August 2017	August 2018	Difference
State of Texas	\$18,525,948	\$19,905,732	\$1,379,784
	September 2017	September 2018	Difference
State of Texas	\$18,754,728	\$20,300,884	\$1,546,156

#### **EVENT DEADLINES RELATED TO PROGRAM**

The following program deadlines were verified to have been completed as follows (see Appendix C for documentation):

- Application Received (including Site Selection letter): August 23, 2017
  - o Deadline: October 10, 2017 (No later than 45 days prior to the event.)
- Event Support Contract Received: October 10, 2017
  - o Deadline: November 14, 2017 (Before the first day of the event.)
- Attendance Certification Deadline is no later than 45 Day after the last day of the event:
  - World Championship Futurity & World Finals
     Received January 9, 2018; Deadline January 24, 2018
  - Super Stakes & Super Stakes Classic
     Received May 3, 2018; Deadline June 5, 2018
  - Summer Spectacular & Derby
     Received August 22, 2018; Deadline September 19, 2018
- Local Share Deadline is no later than 90 days after the last day of the event:
  - World Championship Futurity & World Finals
     Received January 31, 2018; Deadline March 10, 2018
  - Super Stakes & Super Stakes Classic
     Received May 18, 2018; Deadline July 20, 2018
  - Summer Spectacular & Derby
     Received September 24, 2018; Deadline November 3, 2018

- Disbursement Request Deadline is no later than 180 days after the last day of the event:
  - World Championship Futurity & World Finals Received April 4, 2018; Deadline June 8, 2018
  - Super Stakes & Super Stakes Classic
     Received June 27, 2018; Deadline October 18, 2018
  - Summer Spectacular & Derby
     Received October 19, 2018; Deadline February 1, 2019

#### **CONCLUSION**

Given the available data and constrained to the use of existing resources, it is unlikely that the economic impact directly attributable to the preparation and presentation of the event is measurable with any reasonable degree of accuracy. Using available resources, the data is inconclusive in determining the actual economic impact of the event. Neither a positive nor negative impact is determinable since the tax information provided showed both increases and decreases in taxes collected. The available and reported tax data cannot reliably be attributed to any particular event, while some data cannot be attributed to any particular market area. The economic variables and limited detail of tax and participant data make it impossible to isolate the incremental tax generated by one particular event to the Texas economy. Determining the economic impact of an event that has been held multiple years adds an extra complication because the event is being compared to itself. The development of a reasonably accurate economic impact study requires data state government cannot feasibly capture, such as the actual number of out-of-state-visitors attributable to the event, the actual per-day spending by each event attendee for the five allowable tax types, and the length of stay of each attendee. The OOG will continue to examine the collection and reporting of information relating to these Major Events in an effort to identify options for improvement in data collection to ensure that the purposes of the statutory postevent reporting requirement can be achieved.

# **APPENDIX A**

## EVENTS TRUST FUND

### **Application**

Office of the Governor Economic Development and Tourism (EDT)

**APPLICANT NAME: City of Fort Worth** 

APPLICANT MAILING ADDRESS: 3401 W. Lancaster, Fort Worth, TX 76107

**EVENT NAME: National Cutting Horse Association Triple Crown of Cutting** 

DATE(S) OF EVENT: 2017 World Championship Futurity & World Finals (11/15 - 12/10/17), 2018 Super Stakes & Super Stakes Classic (3/30 - 4/21/18) & 2018 Summer Spectacular & Derby (7/16 - 8/5/18)

**EVENT LOCATION (CITY): Will Rogers Memorial Center, Fort Worth, Texas** 

DATE APPLICATION SUBMITTED: August 24, 2017

#### **Events Trust Fund Application**

# Event Trust Fund (ETF), Major Events Reimbursement Program (MERP) or Motor Sports Racing Trust Fund (MSRTF)

Please review the Events Trust Fund Guidelines document and applicable statutes and rules before submitting this application. Links can be found at <a href="https://texaswideopenforbusiness.com/services/event-trust-funds">https://texaswideopenforbusiness.com/services/event-trust-funds</a>.

An application is not complete until all required documents are submitted, with the exception of the Event Support Contract. See checklist in Section 6 of the application for required documents.

Deadlines for submission are as follows:

MERP: 45 days prior to the event, but no more than 1 year before the event.

ETF & MSRTF: at least 120 days prior to the event.

Please submit all documents to eventsfund@gov.texas.gov.

SECTION 1: ENDORSING MUNICIPALITY OF C	CONTY
Name of Endorsing Municipality or County:	City of Fort Worth
Municipality or County Contact Name:	Brandy Archuleta
Contact Title:	Management Analyst II
Contact Email:	Brandy.Archuleta@fortworthtexas.gov
Contact Phone Number:	817-392-2521
as listed in Vernon's Texas Revised Civil Statu Yes ⊠ No □	viewed the event and found that it meets all eligibility requirements ites (VTCS) Section 5190.14?  termined that it will contribute local funding ("local match") to the

#### SECTION 2: LOCAL ORGANIZING COMMITTEE

- 1. Has the municipality or county authorized a <u>nonprofit</u> Local Organizing Committee (LOC) to enter into an agreement with the Site Selection Organization to host the event on behalf of the municipality or county?

  Yes □ No ☑
- 2. If Question 1 is selected as "No," the municipality or county must directly enter into an Event Hosting Agreement with the Site Selection Organization.

If "Yes," provide the following information for the LOC:

Complete Business Name of LOC:	
LOC Contact Name:	
LOC Contact Title:	
Contact Email:	
Contact Phone Number:	
Is the LOC designated in the official request letter subi	mitted with the application?
Section 3: Site Selection Organization	
Full Name of Site Selection Organization:	National Cutting Horse Association
Site Selection Contact Name:	Chuck Smith
Site Selection Contact Title:	Executive Director
Site Selection Contact Email:	csmith@nchaeutting.com
Contact Phone Number:	817-244-6188
*EDT reserves the right to contact the Site Selection O	rganization or any other organization directly related to this event
Section 4: Fund Request Amount	
Total Fund Amount Requested:	\$3,007,520
State Share:	\$2,592,690
Local Share:	\$414,830
*In accordance with statute, the State Share must be divide the State Share by 6.25.	no more than 6.25x the Local Share. To calculate the Local Share
For MERP Applications only:	
Estimated Direct Impact Total:	\$1,943,903
Estimated Secondary Impact Total:	\$648,787
*The Direct Impact and the Secondary Impact will equate and local estimates.	ual the Total Fund Amount Requested. These amounts include the

Official Event Name:	NCHA Triple Crown of Cutting
Event Fund/Program being applied for: (ETF, MERP, MSRTF)	MERP
Venue(s) of Event:	Will Rogers Memorial Center

Event Website:	www.nchacutting.com
Date(s) of the Primary Event:	World Championship Futurity (11/15-12/10/17), Super Stakes (3/30-4/21/18) & Summer Spectacular (7/16-8/5/18)
Day set-up/load-in for the event will begin:	Please see Exhibit A for load in dates
Day strike/load-out of the event will end:	Please see Exhibit A for load out dates
Location of Event for the Previous 5 Years: (List most recent year first)	<ol> <li>Fort Worth, TX</li> </ol>
Source of Information for Previous Events:	NCHA
Other locations outside of Texas considered to host the event:	Tulsa, Oklahoma, Nevada, Arizona
Was the site selected as a part of a multi-year agreement? If yes, what years (past and future)?	Yes
Anticipated Total Attendance at Primary Event:	Please see Exhibit A
Anticipated Out of State Attendance at Primary Event:	Please see Exhibit A
Desired Market Area (Area that is affected by the economic impact of the event):	City of Fort Worth, Tarrant County, Parker County
Will there be a host fee, sanction fee, participation fee, bid fee or other similar expense for the event?	No
If yes, what is the total amount of the above referenced fee(s)?*	
Additional Information:	

<sup>\*</sup>Reimbursement will not be made for such a fee in excess of the amount listed. See TAC Rule § 184.45(18).

In accordance with TAC Rule § 184.13(d), 184.23(d) and 184.30, no later than 45 days after the event, the <u>total actual attendance</u> and the estimated number of attendees that are not residents of Texas at the event must be provided to EDT. Supporting documentation must be submitted for verification. The following methods will be accepted: ticket sales count, turnstile count, ticket scan count, convention registration check-in count, or participant totals (must be accompanied by ticket or turnstile count for MERP & MSRTF). Other methods may be approved by the OOG in its sole discretion prior to the first day of the event.

Please explain which of these methods or another method, subject to approval, that will be used:

Registered participant list and intercept interviews to determine the number of people per group.

#### SECTION 6: CHECKLIST

EDT must receive the following documents (except the Event Support Contract) before it can issue an estimate of incremental taxes.

EDT is statutorily required to make a determination within 30 days after receiving a complete application. If an application is incomplete, it will not be processed until all required information is submitted. Early submission is encouraged.

<b>'</b>	Events Trust Fund Application completed and signed by someone the applying entity has determined is eligible to bind the applying entity.
	Endorsement Documentation from the endorsing municipality or endorsing county requesting participation in the trust fund program and signed by a person authorized to bind the municipality or county. The documentation should clearly indicate the municipality or county's endorsement of the event and the name of the LOC, if applicable. The information in the document should coincide with the Selection Letter.
<b>P</b>	Selection Letter A signed letter from the Site Selection Organization selecting the site in Texas that clearly indicates and describes a highly competitive selection process by which site selection occurred, and that the selection was based on an application by the endorsing municipality, county or LOC. This selection letter must clearly indicate the selected LOC, the selected municipality or county, and the event date. The event date indicated in the letter must match the requested event date.
	Economic Impact Study or other data sufficient for EDT to make the determination of the estimated incremental increase in tax revenue directly attributable to the preparation or presentation of the event, including data for any related activities. The Study should contain detailed information on the direct expenditures for the event in the requested market area relating to the economic activity of attendees and other persons associated with the event. The study may also include information on event expenditures if available. For MERP's only, secondary impacts must be included, and stated separately from the direct impact in order for these impacts to be considered in development of the EDT estimate.
	Affidavit for Economic Impact signed by the person(s) who prepared the Study for the application.  Affidavit of Endorsing Entity signed by each endorsing municipality, county and/or LOC.
	Event Support Contract is a contract by and between a Site Selection Organization and a local organizing committee, an endorsing municipality, or an endorsing county setting out the representations and assurances of the parties with respect to the selection of a site in this state for the location of an event, and the requirements and costs necessary for the preparation or presentation of an event. Due before the first day of the event, early submission will provide EDT with the opportunity to review the contract and address any issues prior to the event.

Note: Disclosure of Information under the Public Information Act. All documents submitted to the Office of the Governor (OOG) may be subject to disclosure under the Texas Public Information Act, Chapter 552 of the Texas Government Code ("the Act"), including, but not limited to, the application, event support contract, economic impact analysis, and all disbursement documentation submitted after the event, whether created or produced by the applicant or by any third-party. If it is necessary to include proprietary or otherwise confidential information in the documents submitted, that particular information should be clearly identified as such. Merely making a blanket claim that the all documents are protected from disclosure because they may contain some proprietary or confidential information is not acceptable, and will not render the information confidential. Any information that is not clearly identified as proprietary or confidential will be released in accordance with the Act.

Blazel archieletor Signature
Signature
Parardy Archuleta Name (Printed)
Management Analyst II
8/24/17

requirements and will provide other documentation as requested.

I, the authorized representative of the applicant, certify that the representations made, the facts stated in this application and all supplemental documents are true and correct, and that no relevant facts have been intentionally omitted, as evidenced by my signature below. I hereby agree, on behalf of the applicant, to comply with the reporting



August 22, 2017

Nicole Ryf Director, Economic Development Bank State of Texas P.O. Box 12428 Austin, TX 78711

Dear Ms. Ryf:

RE: 2017-20187 National Cutting Horse Association Triple Crown of Cutting

Pursuant to article 5190.14, Section 5A, Vernon's Texas Civil Statutes, the City of Fort Worth respectfully requests that your office prepare an estimate of the economic impact of the National Cutting Horse Association World Championship Futurity & World Finals, Super Stakes & Super Stakes Classic, and Summer Spectacular & Derby, which together comprise the NCHA Triple Crown of Cutting, for purposes of establishing a Major Events Trust Fund to be funded by local and state tax revenue under the provisions of the Statute.

The City of Fort Worth understands that the NCHA selected Fort Worth as its host city through a highly competitive selection process, and continuously fields solicitations from outside the State of Texas.

Included within this application are direct economic spending projections for each of the three events that comprise the Triple Crown of Cutting. We have projected, and request that your office certify, that the three events comprising the Triple Crown will generate the following eligible State taxes from direct, indirect and induced expenditures:

World Championship Futurity & World Finals:

\$1,526,796

November 15 - December 10, 2017

Super Stakes & Super Stakes Classic:

\$550,505

March 30 - April 21, 2018

Summer Spectacular & Derby:

\$515,389

July 16 – August 5, 2018

Nicole Ryf – Page 2 of 2 August 22, 2017

Each of the three events serve as tremendous economic generators for the local economy, and the City of Fort Worth is pleased that the Association has selected this community and the State of Texas as its home for the 2017 – 2018 Triple Crown.

We appreciate our relationship with the Governors' Office and look forward to your response regarding this special application. Please contact me if you should have any questions or require further information.

Sincerely,

Susa)n Alanis

Assistant City Manager City of Fort Worth



260 Balley Avenue Fort Worlh, Texas 76107 817/244-6188 • Fax 817/244-2015 Web: www.nchacutting.com

August 23, 2017

Ms. Susan Alanis Assistant City Manager City of Fort Worth 1000 Throckmorton Fort Worth, Texas 76102

Dear Ms. Alanis:

RE: 2017-2018 National Cutting Horse Association Triple Crown of Cutting

This letter is sent to you in support of the City of Fort Worth's request to establish a Major Events Trust Fund under Article 5190.14, Section 5A, Vernon's Texas Civil Statute in relation to hosting the National Cutting Horse Association's (NCHA) Triple Crown of Cutting for the 2017-2018 event year (the "Triple Crown"). After a highly competitive selection process, the NCHA and the City entered into a multi-year contract memorializing the agreement between the City and the NCHA, naming the City as host of the Triple Crown for 2017-2018, as well as future Triple Crown shows contingent upon the City successfully establishing a trust fund under applicable legislation for each year. We are grateful for our relationship with the City, and believe that the agreement reached through that relationship continues to benefit the NCHA, the City and the State of Texas.

The Triple Crown is composed of three events: The World Championship Futurity & World Finals, Super Stakes & Super Stakes Classic, and the Summer Spectacular and Derby. Each significant in their own right, the shows comprise the three legs of the Triple Crown of Cutting, an internationally recognized competition.

As a result of NCHA's selection of the City of Fort Worth, the three legs of the Event will be in the City of Fort Worth, representing 70 show days and more than 30 million in direct taxable expenditures.

Historically, funding has led to consistently significant numbers of entries, visitors, visitor days, taxable expenditures and taxes collected directly attributable to the Event.

Despite the dramatic cycles in national and worldwide economic conditions in the past several years, the NCHA has continued to host more than 70 days of events each year and enjoyed a consistently significant number of entries.

Over the years of the Event being held in Fort Worth, participants have traveled from across the United States and the world to the City of Cowboys and Culture to attend the NCHA Triple Crown of Cutting. Because of the national and international draw, NCHA is continuously entertaining solicitations from other venues including Tulsa, Oklahoma City, Las Vegas and Scottsdale.

Major equine events are integral to the City of Fort Worth's culture and tourism. The NCHA Triple Crown of Cutting showcases some of the world's finest horses, trainers and riders, attracting participants and patrons to the State of Texas and the City of Fort Worth from across the United States and around the world, including show staff, officials, competitors, trainers, owners, judges, exhibitors, sponsors, news media, and fans of the Event. The Event, and the pageantry that surrounds it, contribute to the image of the City of Fort Worth and the State of Texas as an international center of western lifestyle and heritage. Winning the rights to host major equine events such as the NCHA Triple Crown of Cutting goes beyond merely enhancing the City of Fort Worth's image - it directly contributes millions of dollars to the economy of the City of Fort Worth and surrounding communities, as well as to the State of Texas. Having the ability to host the three legs of the Triple Crown of Cutting contributes to the purchase of goods and services across numerous sectors in the City of Fort Worth and its surrounding counties. Put simply, the Triple Crown of Cutting brings tourists from around the nation and the globe to the State of Texas to spend their tourism dollars, thereby strengthening the economic condition of the State of Texas and the City of Fort Worth.

We enjoy our home here in Fort Worth and I hope you will let me know if there is any further way we can assist the City in its efforts under the Statute.

Sincerely,

**Chuck Smith** 

Executive Director,

**National Cutting Horse Association** 

Chuch Smith



GREG ABBOTT GOVERNOR

#### **AFFIDAVIT**

#### for Economic Impact Documentation

Affidavit to be completed, including signed and notarized, by any and all party(ies) providing economic data to support an application for an Event Trust Fund, Major Events Reimbursement Program or Motor Sports Racing Trust Fund.

I,Angie Highland, am providing information to be used by a City, County or Local Organizing Committee for the purpose of receiving funding through the Event Trust Fund, Major Events Reimbursement Program, or Motor Sports Racing Trust Fund ("the Act"), and hereby swear and affirm that, to the best of my knowledge, any data provided is true and accurate, and any projections made are based on reasonable assumptions documented in the information provided. I further swear and affirm that I have reviewed the information being submitted, and that all of the statements made and information provided herein, including statements made and information provided in any attachments are true, complete, and correct, to the best of my knowledge. Information provided includes but is not limited to an economic impact study or other data sufficient for the Economic Development and Tourism Office to make the determination of the incremental increase in tax revenue associated with hosting the event in Texas, including a listing of any data for any related activities.

I understand that the City, County or Local Organizing Committee is receiving funding under the Act for the purposes of facilitating this event: NCHA Triple Crown of Cutting on these dates: Futurity (Nov. 15-Dec. 10, 2017) Super Stakes (Mar. 30 - Apr. 21, 2018) Summer Spectacular (Jul. 16 - Aug. 5, 2018) and that the information will be provided by the City, County or Local Organizing Committee as a government document.

I understand that it is a felony offense under Section 37.10, Texas Penal Code, to knowingly make a false entry in, or false alteration of, a governmental record, or to make, present, or use a governmental record with knowledge of its falsity, when the actor has the intent to harm or defraud another.

I understand that the offense of perjury, under Section 37.02, Texas Penal Code, is committed when a person, with intent to deceive and with knowledge of the statement's meaning, makes a false statement under oath or swears to the truth of a false statement previously made and the statement is required or authorized by law to be made under oath.

I understand my obligation to provide information about event expectations, performance, and expenses that are true and accurate to the best of my knowledge and ability. I also understand my obligation to immediately report any known or suspected waste, fraud, and abuse of funds received under the Act to the Texas State Auditor's Office at 1-800-892-8348. I hereby swear and affirm that I have read the entire affidavit, and I understand its contents.





GREG ABBOTT GOVERNOR

Affiant Signature  Printed Name  Printed Name  Printed Name  Printed Name  Printed Name  Date
The State of Texas
County of TARRAN+
Before me, a Notary Public, on this day personally appeared ANGLE HINDLE, known to me to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he/she executed the same for the purpose and consideration therein expressed.
Given under my hand and seal of office this 23 day of August, 2017
Notary Public, State of Texas
JAMES BURRIS (PERSONALIZED SEAL)
My Commission Expires November 5, 2018  Amts Burris  (Print name of Notary Public here)
My commission expires the 5 day of Novembur 20 2018



#### Office of the Governor Economic Development & Tourism

GREG ABBOTT GOVERNOR

#### **AFFIDAVIT**

#### for Economic Impact Documentation

Affidavit to be completed, including signed and notarized, by any and all party(ies) providing economic data to support an application for an Event Trust Fund, Major Events Reimbursement Program or Motor Sports Racing Trust Fund.

I,Chuck Smith, am providing information to be used by a City, County or Local Organizing Committee for the purpose of receiving funding through the Event Trust Fund, Major Events Reimbursement Program, or Motor Sports Racing Trust Fund ("the Act"), and hereby swear and affirm that, to the best of my knowledge, any data provided is true and accurate, and any projections made are based on reasonable assumptions documented in the information provided. I further swear and affirm that I have reviewed the information being submitted, and that all of the statements made and information provided herein, including statements made and information provided in any attachments are true, complete, and correct, to the best of my knowledge. Information provided includes but is not limited to an economic impact study or other data sufficient for the Economic Development and Tourism Office to make the determination of the incremental increase in tax revenue associated with hosting the event in Texas, including a listing of any data for any related activities.

I understand that the City, County or Local Organizing Committee is receiving funding under the Act for the purposes of facilitating this event: NCHA Triple Crown of Cutting on these dates: Futurity (Nov. 15-Dec. 10, 2017) Super Stakes (Mar. 30 - Apr. 21, 2018) Summer Spectacular (Jul. 16 - Aug. 5, 2018) and that the information will be provided by the City, County or Local Organizing Committee as a government document.

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GREG ABBOTT GOVERNOR

Chuck Smith	Chuck Smith
Affiant Signature	Printed Name
Executive Director	8/23/17
Title and Name of Organization	Date
The State of Texas	
County of TARRANA	
Before me, a Notary Public, on this day personally appeared person whose name is subscribed to the forgoing instrument for the purpose and consideration therein expressed.	d, known to me to be the nt and acknowledged to me that he/she executed the same
Given under my hand and seal of offic	ce this 23 day of August, 20 17
	Notary Public, State of Texas
	RSONALIZED SEAL)
JAMES BURRIS My Commission Expires November 5, 2018	(Print name of Notary Public here)
My commiss	ion expires the 5 day of November 20 18



GREG ABBOTT GOVERNOR

#### **AFFIDAVIT**

#### of Endorsing Entity

Affidavit to be completed, including signed and notarized, by any and all Municipalities, Counties, and/or LOCs endorsing an Event Trust Fund, Major Events Reimbursement Program or Motor Sports Racing Trust Fund.

I, <u>Susan Alanis</u>, an authorized representative of <u>the City of Fort Worth</u>, a [Local Organizing Committee (nonprofit corporation), endorsing municipality or endorsing county] (circle one) ("Requestor") that is receiving funding through the Event Trust Fund, Major Events Reimbursement Program or Motor Sports Racing Trust Fund ("the Act"), hereby swear and affirm that, to the best of my knowledge, the Requestor has designed and implemented internal controls, processes and procedures to help the Requestor ensure that the Requestor and its use of these funds complies with all applicable laws, rules, and written guidance from the Economic Development and Tourism Office. I further swear and affirm that I, or my duly authorized employee, representative, or agent, have reviewed the information, and that all of the statements made and information provided therein, including statements made and information provided in any attachments are true, complete, and correct to the best of my knowledge. All other information submitted as part of this request for participation is being represented by me as true and correct, and I am unaware of any information contained therein that is false, misleading, or fraudulent. Information provided includes but is not limited to:

- (1) A letter from the municipality or county requesting participation in the Events Trust Fund program and signed by a person authorized to bind the municipality or county;
- (2) A letter from the site selection organization on organization letterhead selecting the site in Texas;
- (3) An economic impact study or other data sufficient for the Economic Development and Tourism Office to make the determination of the incremental increase in tax revenue associated with hosting the event in Texas, including a listing of any data for any related activities;
- (4) An application for an Events Trust Fund program and any attachments; and
- (5) An Event Support Contract

I understand that I am receiving funding under the Act for the purposes of facilitating this event: 2017/2018 Triple Crown of Cutting on these dates: 2017 World Championship Futurity – 11/15-12/10/17, 2018 Super Stakes & Super Stakes Classic 3/30 – 4/21/18, 2018 Summer Spectacular & Derby 7/16 – 8/5/18. I understand that non-compliance with reporting requirements could be treated as a violation of the statute and/or program rules resulting in the possible withholding of disbursement funding.

I understand that it is a felony offense under Section 37.10, Texas Penal Code, to knowingly make a false entry in, or false alteration of, a governmental record, or to make, present, or use a governmental record with knowledge of its falsity, when the actor has the intent to harm or defraud another.





## Office of the Governor Economic Development & Tourism

GREG ABBOTT GOVERNOR

I understand that the offense of perjury, under Section 37.02, Texas Penal Code, is committed when a person, with intent to deceive and with knowledge of the statement's meaning, makes a false statement under oath or swears to the truth of a false statement previously made and the statement is required or authorized by law to be made under oath.

I understand my obligation to provide information about event expectations, performance, and expenses that are true and accurate to the best of my knowledge and ability. I also understand my obligation to immediately report any known or suspected waste, fraud, and abuse of funds received under the Act to the Texas State Auditor's Office at 1-800-892-8348. I hereby swear and affirm that I have read the entire affidavit, and I understand its contents.

1-800-892-8548. Thereby Swear and anicm that I have read the entire amdavit, and I understand its contents.
Affiant Signature  Susan Alanis  Printed Name
Assl. City Manager City of Fort Worth 8/28/2017  Title and Name of Organization  Date
The State of Texas
County of TARRANT
Before me, a Notary Public, on this day personally appeared <u>Susan Alanis</u> , known to me to be the person whose name is subscribed to the forgoing instrument and acknowledged to me that he/she executed the same for the purpose and consideration therein expressed.
Given under my hand and seal of office this
MARIA S SANCHEZ  My Commission Expires  December 15, Pop NALIZED SEAL)  MARIA S. SANCHEZ  MARIA S. SANCHEZ
(Print name of Notary Public here)

My commission expires the 19th day of December, 201

# APPENDIX B



#### GOVERNOR GREG ABBOTT **ECONOMIC DEVELOPMENT & TOURISM**

September 19, 2017

Ms. Brandy Archuleta Management Analyst II Will Rogers Memorial Center 3401 West Lancaster Avenue Fort Worth, Texas 76107

Dear Ms. Archuleta:

The Office of the Governor has completed its review of the application and economic information submitted by the City of Fort Worth for the establishment of a Major Events Reimbursement Program fund under Section 5A relating to the 2017-2018 NCHA Triple Crown of Cutting (the "event"). Based on the representations and the information submitted and certified in the application, the event meets the eligibility requirements set by the Texas Legislature in article 5190.14 of the Texas Revised Civil Statutes. Establishment of an Event Trust Fund is therefore required by law, and upon receipt of the local share, a fund will be established as follows:

Event:

2017-2018 NCHA Triple Crown of Cutting

Project Code:

181004

Location:

Fort Worth, TX Fort Worth, TX

Market Area: Venue:

Will Rogers Memorial Center

Dates:

2017 World Championship Futurity & World Finals: November 15 – December 10,

2017; 2018 Super Stakes & Super Stakes Classic: March 30 – April 21, 2018; 2018

Summer Spectacular & Derby: July 16 – August 5, 2018

The estimated incremental increase in tax revenue to the State of Texas is \$2,491,641.00 or 6.25 times the amount of local revenue retained or remitted to the Texas Comptroller of Public Accounts as local funds from eligible endorsing municipalities.

Local funds required:

\$398,664.00

Total contribution to the Event Trust Fund established for this event: \$2,890,305.00

Page Two Brandy Archuleta September 19, 2017

#### 2017 World Championship Futurity & World Finals

Local share \$228,120.00 State share \$1,425,748.00 Total fund \$1,653,868.00

Attendance metric used to estimate the incremental increase in tax revenue:  $3{,}117$  average daily attendance during event (11/15/17 - 12/10/17)

#### 2018 Super Stakes & Super Stakes Classic

Local share \$88,081.00 State share \$550,505.00 Total fund \$638,586.00

Attendance metric used to estimate the incremental increase in tax revenue: 1,410 average daily attendance during event (03/30/18 - 04/21/18)

#### 2018 Summer Spectacular & Derby

Local share \$82,463.00 State share \$515,388.00 Total fund \$597,851.00

Attendance metric used to estimate the incremental increase in tax revenue: 2,082 average daily attendance during event (07/16/18 - 08/05/18)

Following each event, you will need to complete and submit the Attendance Certification Form, which is enclosed for your convenience. The Attendance Certification Form and supporting documentation must be submitted no later than 45 calendar days after the conclusion of the event.

The local funds must be submitted no later than 90 calendar days after the conclusion of each event. If the funds for the local share amount are not submitted by the 90-day deadline, the Event Trust Fund will not be available for disbursement.

To initiate a disbursement from an Event Trust Fund, a Disbursement Request Form, Disbursement Request Worksheet and all supporting documentation must be submitted no later than 180 calendar days after the conclusion of each event. The establishment of an Event Trust Fund does not entitle or guarantee that disbursements from the fund will be available for the reimbursement of any particular expenditure relating to the event. All disbursements will be subject to the requirements of article 5190.14 of the Texas Revised Civil Statutes, the Event Fund Program Administrative Rules under Title 10, Chapter 184 of the Texas Administrative Code, and the policies and guidelines of the Office of Economic Development & Tourism within the Office of the Governor, including timely submittal of the Event Support Contract, Attendance Certification Form, local funds, Disbursement Request Form, and other documentation as required.

If you have further questions, please contact Governor Abbott's Office of Economic Development & Tourism at eventsfund@gov.texas.gov or (512) 936-0100.

Page Three Brandy Archuleta September 19, 2017

Sincerely,

Bryan Daniel

Executive Director

Economic Development & Tourism Office of the Governor

BD: gc

# APPENDIX C



GREG ABBOTT GOVERNOR

#### ATTENDANCE CERTIFICATION

(Must be submitted no later than 45 days after conclusion of the event)

Submit this completed form and all supporting documentation to eventsfund@gov.texas.gov. An Attendance Certification submitted without supporting documentation may be rejected, and the event ineligible for disbursement.

Event Name: 2017 World Championship Futurity & World Finals

**Event Location: Fort Worth** Event Dates: 11/15/17 - 12/10/17

**Applicant: City of Fort Worth** 

Event application submittal date:	August 24, 2017		
Economic Development and Tourism (EDT) event application approval date:	September 19, 2017		
Attendance Certification due date:	January 24, 2018		
The attendance metric* identified by EDT to evaluate the estimated number of event attendees as part of the calculations for the incremental tax impact:	3,117 average daily attendance during event (11/15/17 – 12/10/17)		
Estimated percentage of attendees NOT residents of Texas for the PRIMARY EVENT:	50%		

<sup>\*</sup>if Applicant has questions or concerns regarding how this metric was developed, please contact EDT within 10 days of receiving the fund approval letter.

To be completed by the Applicant: Please see attached report for methodology used to determine average daily attendance.

The TOTAL attendance at each PRIMARY EVENT DAY:

11/15/17	4,664	11/19/17	4,664	11/23/17	4,664
11/16/17	4,664	11/20/17	4,664	11/24/17	4,664
11/17/17	4,664	11/21/17	4,664	11/25/17	4,664
11/18/17	4,664	11/22/17	4,664	11/26/17	4,664





GREG ABBOTT GOVERNOR							
11/27/17	4,664	12/01/17	4,664	12/05/17	4,664	12/09/17	4,664
11/28/17	4,664	12/02/17	4,664	12/06/17	4,664	12/10/17	4,664
11/29/17	4,664	12/03/17	4,664	12/07/17	4,664		
11/30/17	4,664	12/04/17	4,664	12/08/17	4,664		

The estimated total attendees not residents of Texas for the primary event (all days) was: 7,953

The estimated percentage of attendees not residents of Texas for the primary event (all days) was: 53.8%

The following attendance methodologies will be accepted: ticket sales count, turnstile count, ticket scan count, convention registration check-in count, or participant totals (must be accompanied by ticket or turnstile count for MERP & MSRTF). If you are submitting another method, it should have previously been approved by EDT.

#### What is the source and methodology used to obtain attendance totals?

Registered participant list and ticket sales provided by the association, coupled with intercept interviews conducted at the event.

- I understand that non-compliance with reporting requirements could be treated as a violation of the statute and/or program rules resulting in the possible withholding of disbursement funding.
- I understand that it is a felony offense under Section 37.10, Texas Penal Code, to knowingly make a false entry in, or false alteration of, a governmental record, or to make, present, or use a governmental record with knowledge of its falsity, when the actor has the intent to harm or defraud another.
- I understand my obligation to provide information about event expectations and performance that are true and accurate to the best of my knowledge and ability. I also understand my obligation to immediately report any known or suspected waste, fraud, and abuse of funds received under the Act to the Texas State Auditor's Office at 1-800-892-8348.





GREG ABBOTT GOVERNOR

Authorized Official (must be signed by event application signatory or successor):

SUSAN ALANIS
Printed Name

Assistant City Manager, City of Fort Worth
Title and Name of Organization

Date