

Economic Incentive Application
City of Denton, Texas



version 07012019

INSTRUCTIONS

The City of Denton's Economic Development Department will use your responses to this application to prepare an economic impact analysis of your location or expansion project.

Please enter the required information in the shaded cells or check boxes. If you have additional notes or information to include, insert rows or use Column K.

Please attach any relevant maps, plats, metes and bounds, or renderings.

Only complete applications will be considered.

If you need assistance, call (940) 349-7776. Please email the completed questionnaire to Erica.Sullivan@cityofdenton.com

PLEASE COMPLETE PAGES (TABS) 1 - 7

GENERAL INFORMATION

Today's date: 11/4/2020

Company contact info:

Name: RanchLand Foods LLC
Address: PO BOX 136
City, State, ZIP: Vernon, AZ 85940
Website: www.RanchLandFoods.com

Person submitting the questionnaire:

Name: Kenny J. Davis Phone: (480) 688-9989
Title: President/CEO Fax: _____
Email: Ken@RanchLandFoods.com

Person responsible for grant administration:

Name: _____ Phone: _____
Title: _____ Fax: _____
Email: _____

Brief description of company's history including current operations:

The company was originally founded as a family-owned and operated farm and cattle ranch in northeastern Arizona. The Davis family committed to raising their cattle cruelty-free and with sustainable ranching practices. The company quickly became known for its all-natural certified Grass-Fed and Grass-Finished Angus beef products in Arizona and Southwest. They began shipping their high-quality Beef products nationwide to select customers, professional athletes, and clients with health complications that demanded healthy all-natural meats with no Added Hormones or Antibiotics. As customer demand grew for other proteins the company scaled to begin providing the same high-quality all-natural poultry and pork products. While the company does ship the majority of its products nationwide it has also developed retail locations in Arizona for local trade. Today it operates its distribution hub out the Phoenix-Mesa AZ metro area shipping 1000's packages weekly. As the company has grown it has developed other products from the base of its meat business. Currently, the company also owns a 3PL E-commerce Fulfillment center for other companies shipping fresh and frozen foods direct to consumers. This division of the company has grown the last year exponentially and has been a large reason for the companies relocation to North Central Texas.

Company ownership:

Business form:

Parent company (if applicable): _____

Company's primary 6-digit North American Industry

Classification System (NAICS) Code: 424420, 454390

Is the project a relocation of an existing facility to Denton from another location?

If yes, give current location: 36236 US HWY 60 VERNON, AZ 85940

PLEASE COMPLETE NEXT TAB: Description

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PROJECT DESCRIPTION

Please provide a brief description of the project in Denton (activities to be performed, products to be produced, services to be provided). 250 word limit.

The Corporate relocation of RanchLand Foods LLC to the City of Denton, TX will provide our company the opportunity to expand our regional services in wholesale food distribution to the local restaurant, hospitality, and grocery industries. The City of Denton provides us with a centralized location within the DFW metroplex allowing us to deliver and service clients as far north as Oklahoma and south to Waco. This facility will be responsible for storing, delivering, and shipping food and meat products nationwide. In addition, the Denton distribution facility will become a centralized hub to service other vendors across the country as a 3PL for Fresh and Frozen food delivery services. This location will serve as the primary distribution hub for RanchLand Foods American Butcher Shop branded home delivery food trucks. Delivery trucks will load and deliver 6 days a week into the DFW metro market.

Please provide a justification for the use of public funds for this incentive request (barriers, financial gap, need).

Our transition and relocation of our Corporate Headquarters come with a substantial cost. The development cost of building out a new facility the hiring of local employees and establishing relationships with local service providers. The City of Denton provides us with an advantage geographically within the local market as a regional hub but will demand a higher cost in the preparation of a state of the art modern distribution facility. Our financial investment in the local market of engaging new contractors, local vendors, equipment purchasing, leasing, and service providers we anticipate to be in the millions.

List any additional factors to be considered for this project. Please select all that apply.

YES	Occupies building vacant for at least	YES	International or national headquarters
YES	Project creates knowledge based, high-skilled, or high-paying jobs	YES	25% of local contractors utilized or new jobs filled by Denton residents
	Significant relationship with	FOO	Targeted industry sector
	Improvements to Downtown	YES	Community support and involvement

SUSTAINABLE PRACTICES

List any company "green" or sustainable initiatives: _____

Will the company be seeking LEED Certification?

If yes, please provide level of certification sought: _____

PLEASE COMPLETE NEXT TAB: Employment

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EMPLOYMENT AND WAGE WORKSHEET

Please insert the EXISTING full-time jobs located in Denton with your company.

Existing Job Type/Category	Number of Full-Time Positions	Average Annual Wage Per Position	Average Hourly Wage Per Position
N/A			\$0.00
N/A			\$0.00
N/A			\$0.00
N/A			\$0.00
N/A			\$0.00
N/A			\$0.00
N/A			\$0.00

Number Existing Jobs	
Number of existing FULL-TIME jobs:	0.00
Number of existing PART-TIME jobs:	0.00
TOTAL jobs:	0.00
Annual PAYROLL for existing jobs:	\$0.00

Please insert the type (engineer, manager, team lead, technical, laborer) and number of NEW full-time jobs that will be created in Denton.

New Jobs Created Job Type/Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total Nbr.	Annual Salary	Hourly Wage
Executive/Senior Management	3										3	\$190,000	\$91.35
Director/Management	8	4	2								14	\$91,250	\$43.87
Sales Associates	20	5	5	5	5	5	5	5			55	\$95,000	\$45.67
Marketing Team	5	3									8	\$85,000	\$40.87
Office Admin/Staff	10										10	\$45,000	\$21.63
Warehouse Packers/Staff	20	10	5	5	5	5					50	\$32,000	\$15.38
Totals	66	22	12	10	10	10	5	5	0	0	140	\$538,250	\$258.77

Estimated number of full-time jobs at capacity (part-time can be combined):

50-60 immediately yr 1

Estimated annual payroll for full-time jobs at capacity:

1900000.00 immediately yr 1

PLEASE COMPLETE NEXT TAB: Sales Tax

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SALES TAX

This information is used to estimate the fiscal impact.

Please provide the current annual taxable sales (if applicable).

\$11,000,000

Please provide the current annual taxable purchases.

This data is used to determine the economic impact of the construction period.

Please provide the number of construction jobs anticipated.

The following are used for the economic impact of out-of-town visitors.

Number of out-of-town visitors estimated in the first year.

Average number of Hotel room nights in Denton.

PLEASE COMPLETE NEXT TAB: Utility

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UTILITY USAGE AND INFRASTRUCTURE

ELECTRIC

Estimated ANNUAL usage in kWh

Estimated MONTHLY KW demand

Estimated Peak KW

Capacity factor

What types of power equipment will your facility use?

See Attached

Please provide the percent of the project's projected utility usage for manufacturing or processing operations (if applicable).

NATURAL GAS

Estimated ANNUAL usage in mcf

Estimated MONTHLY mcf demand

Estimated Peak mcf

WATER

Estimated ANNUAL usage in gpd

Estimated MONTHLY gpd demand

Estimated Peak gpd

WASTEWATER

Estimated ANNUAL usage in gpd

Estimated MONTH gpd demand

Estimated Peak gpd

TRANSPORTATION

Estimated number of trucks per day

PLEASE COMPLETE NEXT TAB: New Construction

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NEW CONSTRUCTION PROJECT INFORMATION

Project type:

Project use:

Project size: Acreage: Sq. Feet:

Preferred start date:

Desired completion date:

Current property value from Denton Central Appraisal District* (DCAD):

**Please attach a copy of the latest property tax statement(s) from DCAD.*

INVESTMENT

What funds will be invested or leveraged for the project?

Category	Total
Improvements/ Structures	\$3,200,000
Personal Property	\$2,500,000
Engineering and Design	\$0
Site Development	\$0
Other Improvements	\$0
Total Project Costs	\$5,700,000

TAX BASE

Provide the estimated valuation of the project.

Category	Estimated New Valuation
Improvements/ Structures	\$0
Personal Property	\$0
Inventory	\$0
Freeport Exemption	\$0
Total	\$0

Describe any off-site infrastructure requirements.

Water	<input type="text"/>
Wastewater	<input type="text"/>
Streets	<input type="text"/>
Drainage	<input type="text"/>
Other	<input type="text"/>

PLEASE COMPLETE NEXT TAB: Relocation - Expansion

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RELOCATION OR EXPANSION PROJECT INFORMATION

Project type: Industrial

Project use: _____

Project size: Acreage: 4.26 Sq. Feet: 63,618.00

Preferred start date: _____
 Desired completion date: _____

Current property value from Denton Central Appraisal District* (DCAD): \$3,853,509.00

**Please attach a copy of the latest property tax statement(s) from DCAD.*

INVESTMENT

What funds will be invested or leveraged for the project?

Category	Total
Improvements/ Structures	\$0
Personal Property	\$0
Engineering and Design	\$0
Site Development	\$0
Other Improvements	\$0
Total Project Costs	\$0

TAX BASE

Provide the estimated valuation of the project.

Category	Current Valuation	Estimated Increase in Valuation	Estimated New Valuation
Improvements/ Structures	\$3,111,945	\$3,200,000	\$6,311,945
Personal Property	\$0	\$2,500,000	\$2,500,000
Inventory	\$0	\$0	\$0
Freeport Exemption	\$0	\$0	\$0
Total	\$3,111,945	\$5,700,000	\$8,811,945

Describe any off-site infrastructure requirements.

Water	
Wastewater	
Streets	
Drainage	
Other	