

Fannin County
Multipurpose Complex
Information for period
2014 to 2019

Basic Information about the Fannin County Multipurpose Complex

- **The facility is owned by a private 501(c)3 corporation**
 - The Private entity has a 99 year paid lease on 176 acres of county property that was set aside by the Fannin County Commissioners court on June 19, 2000 for the purpose of a new County Exhibit Center, as authorized by Chapter 319, Texas Local Government Code
 - Initial Funding for the facility came from multiple BB Owen Trust donations that totaled \$175,000 between 2000 and 2004
 - BEDCo donated \$250,000 in late 2004 to build the shell for the main building.
 - Since 2005, the BB Owen Trust has donated an additional \$1,236,000 to the complex
- **The facility is completely self supported**
 - No income is received from any city or county entity to maintain and run facility. The Complex pays all its bills from income derived hosting events and investment income
 - In the past six years the complex has received two USDA grants totaling \$50,300: 1 for a new AC unit, and 1 for Sound panel installation on the walls to control noise
 - The complex matched these grants with revenue from hosting events and endowment money
- **The facility has spent \$253,057 over the past six years on capitol improvement items such as: New AC's, Gas Heat, Panels to control noise, LED lights, Electrical and Plumbing upgrades, etc.**
- **The Bonham Chamber of Commerce renegotiated the management agreement to run all day-to-day activities of the facility that was put in place on July 23, 2013**

Management and Staffing for the Multipurpose Complex in 2019

- The Complex is managed out of the Bonham Chamber of Commerce office at 327 North Main
 - The Executive Director of the chamber and one part time chamber employee interact with all event planners, set-up events on the calendar, take payments for events, pay all bills associated with the complex, and answer questions about the complex from the public
- Capitol Project upgrades and maintenance projects performed at the complex
 - The Executive Director of the chamber does 90% of all work associated with any project upgrades and major maintenance items personally
 - One person who owns an RV trailer at the complex performs tasks such as cleaning the buildings, mowing when needed, etc. in exchange for monthly rent payment reductions based on the number of hours worked. When they are not available, the Executive Director of the chamber performs these tasks
 - The complex does hire specialized labor such as electricians on a contract basis when needed
 - The 16 x 24 stage owned by the complex is put up and taken down by the Executive Director of the Chamber of Commerce based on the event being hosted

Visitors to Complex in 2019

- Number that passed through the facility: 31,000
- Who they were: Community Events (Justice is Served, FCEC, Fair, Political parties), Weddings, Private parties, Corporate training sessions, Corporate Dinners, Gun Shows, Dog Shows, Agri-life Events for Kids and Adults
- What brings them to the complex:
 - Size of the facility: 24,000 Square feet
 - Can easily hold 1,500 people without exceeding fire code – most other facilities can only accommodate 200 – 250 people under fire codes
 - Facility is clean and depending on the event all set-up and take down are sometimes done by the facility staff. Plenty of tables and chairs, restrooms
- Where did they come from:
 - Bonham, Leonard, Trenton, Paris, Wolfe City, Sherman, Plano, McKinney, Little Elm, Anna, Princeton, Dallas, The Colony, Howe OK
- When did they come: In 2019 the facility had at least one paid rental every month with 10 months having four or more bookings
- Why they come back:
 - Great customer service, low cost, adequate space for event, Climate Controlled

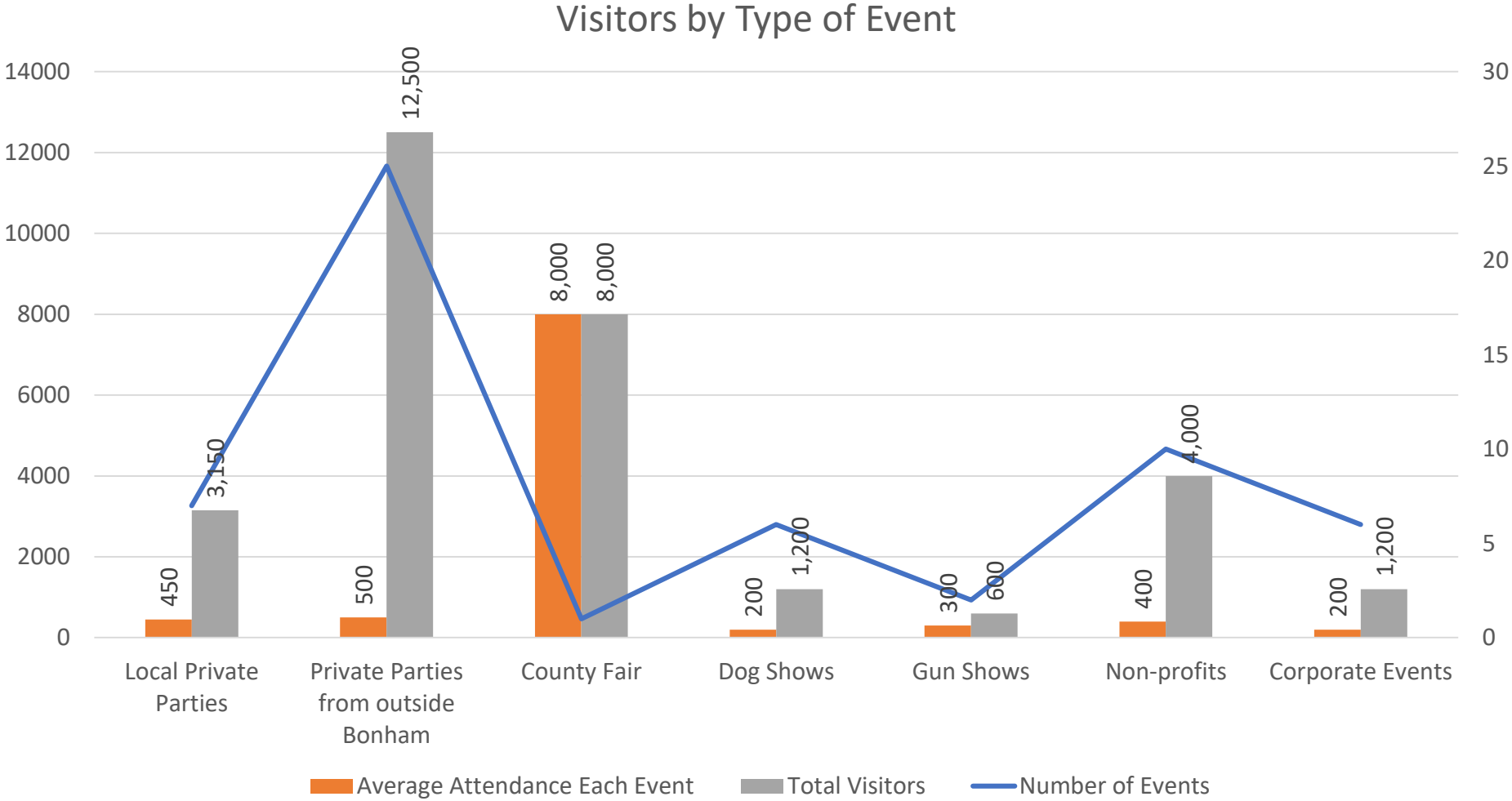
The Cost to the Complex for any hosted event is not free

- Every event cost the complex in some way. Depending on the number of people and the weather conditions, the following all have to be considered a cost for any event
 - Electrical Cost: No matter when the event is held it requires electricity that the complex pays for. Depending on the conditions outside, the electrical cost to run the AC units alone can be up to \$400 a day. If the event is held on a hot day during the afternoon or evening the AC units may have been turned on 10-12 hours in advance to cool the facility
 - Propane Cost: In the winter, the cost of propane alone can run \$30 per hour and it can take a few hours to bring the facility up to a comfortable temperature. During the winter, the units may be turned on a few hours in advance to warm the building for the event.
 - Water Cost: All events use water which is paid by the complex
 - Set-up before an event: The complex sets up some of the events in regards to chairs, tables, the stage, or even cattle pens
 - Clean-up after an event: The complex incurs costs from labor, cleaning supplies, and general maintenance for every event hosted

Impact to Fannin County

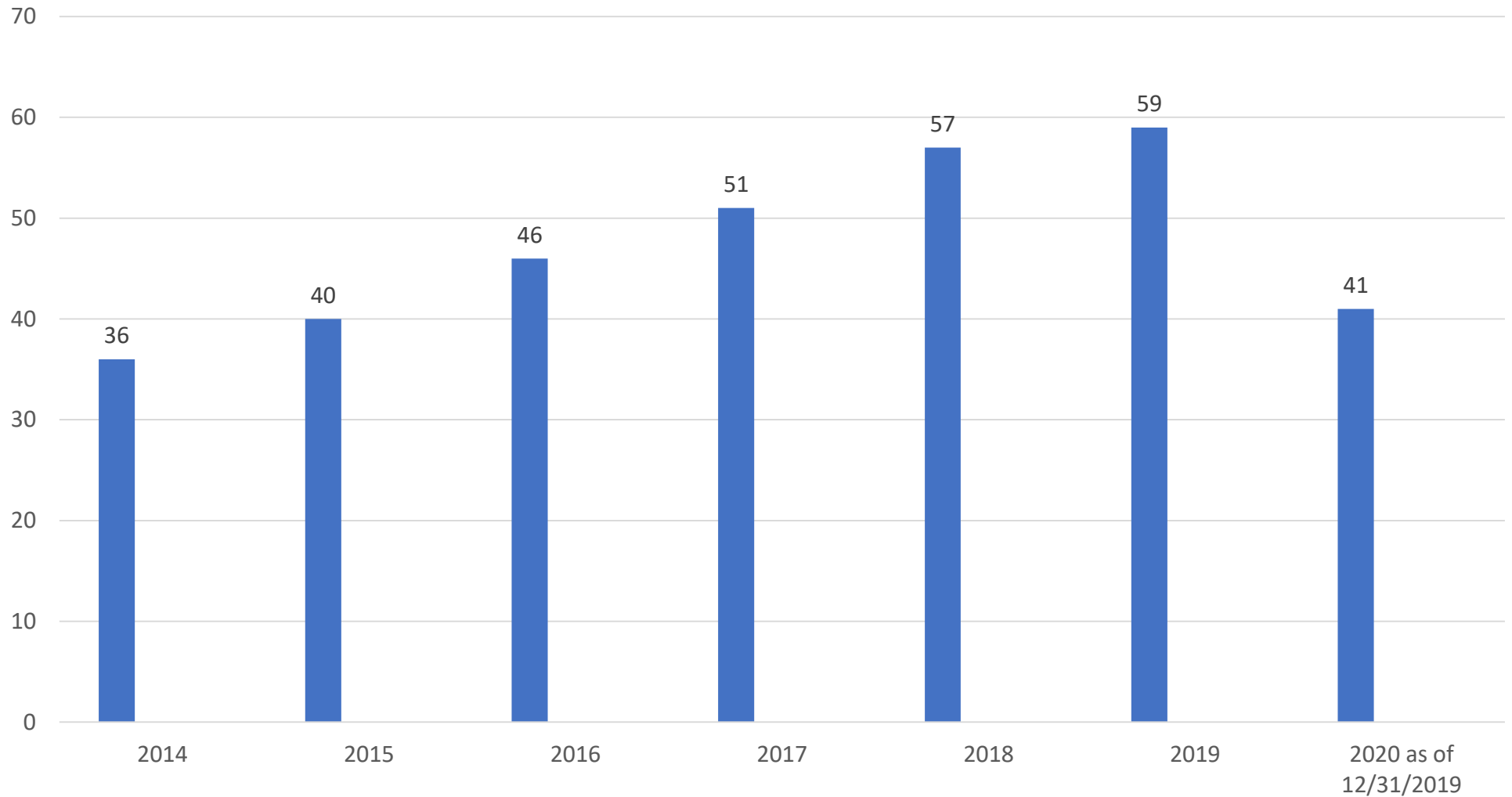
- Increased Sales to Local Vendors
 - Local Merchants, Restaurants, and Gas Stations benefited from 39 of the 56 total events last year that brought in 15,000 people from outside the county
 - Hotel stays of 400 – 600 room nights for attendees to events such as dog shows, gun shows, and private events that due to the distance from home stayed overnight
 - Many of the contractor and organized events from outside the county used local caterers for their events
 - The Complex uses only local businesses to help maintain the facility when needed

Breakdown of Visitors for 2019

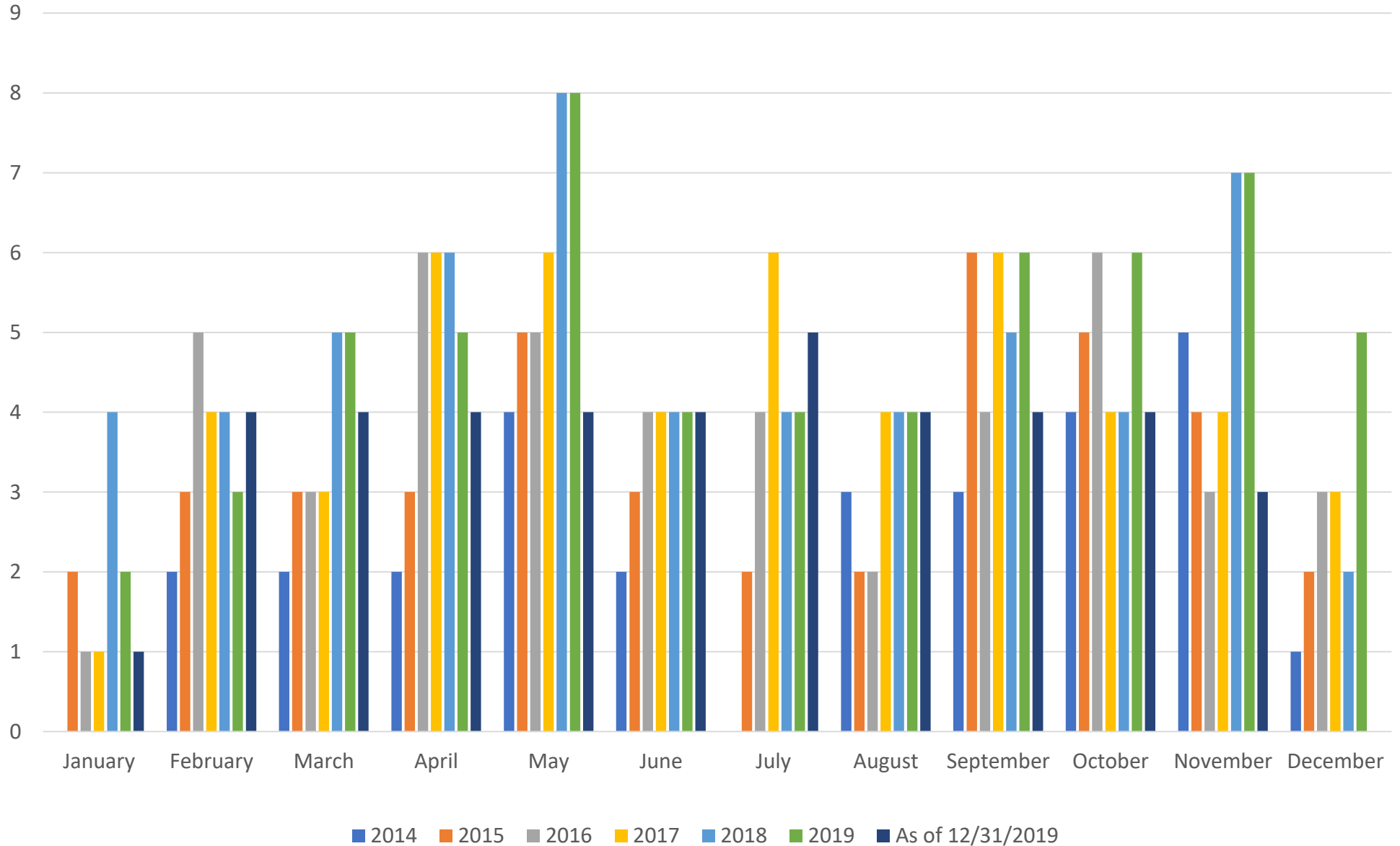


Rentals by Year 2014 – 2019

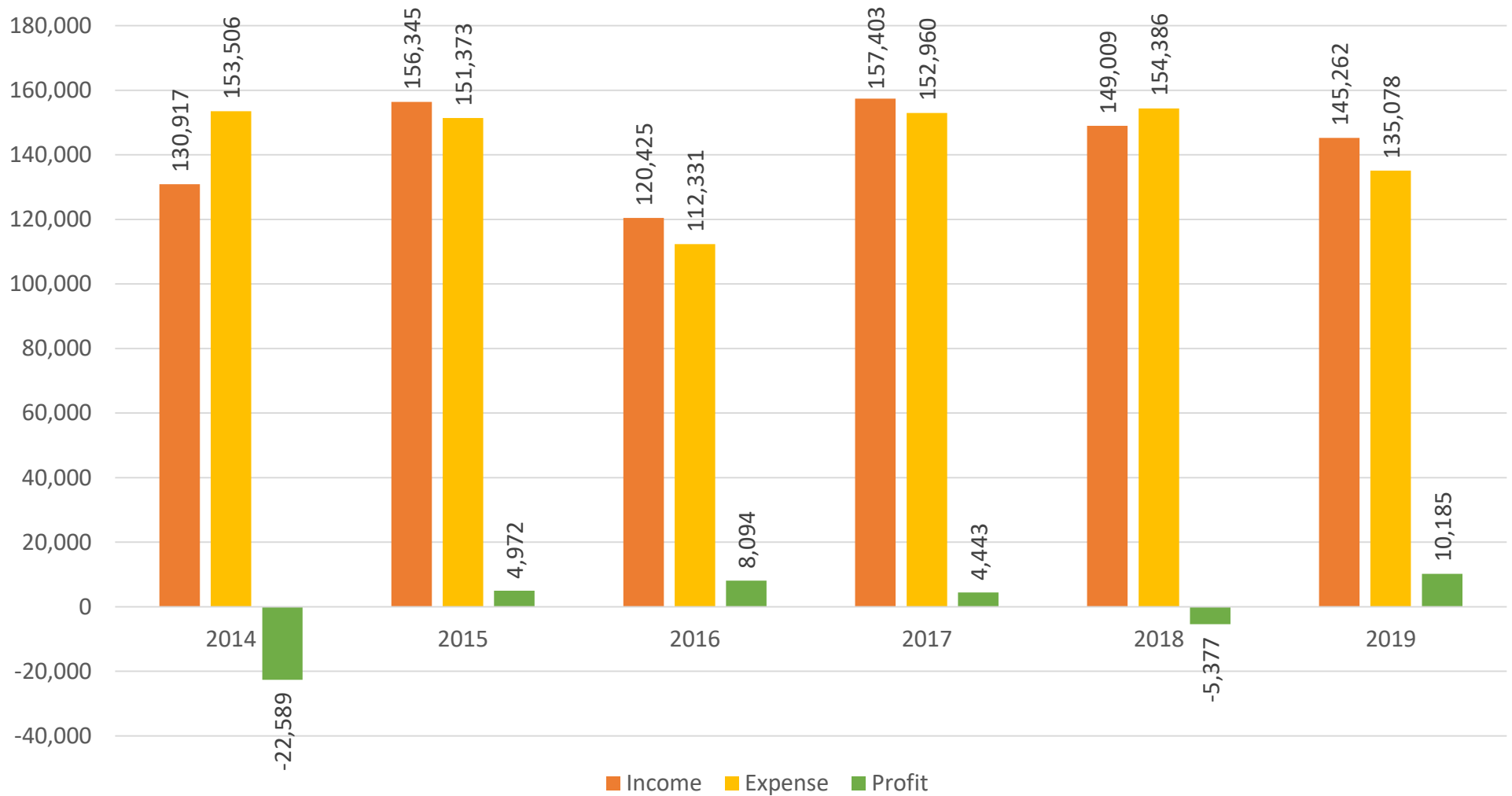
2020 shows confirmed events as of 12/31/2019



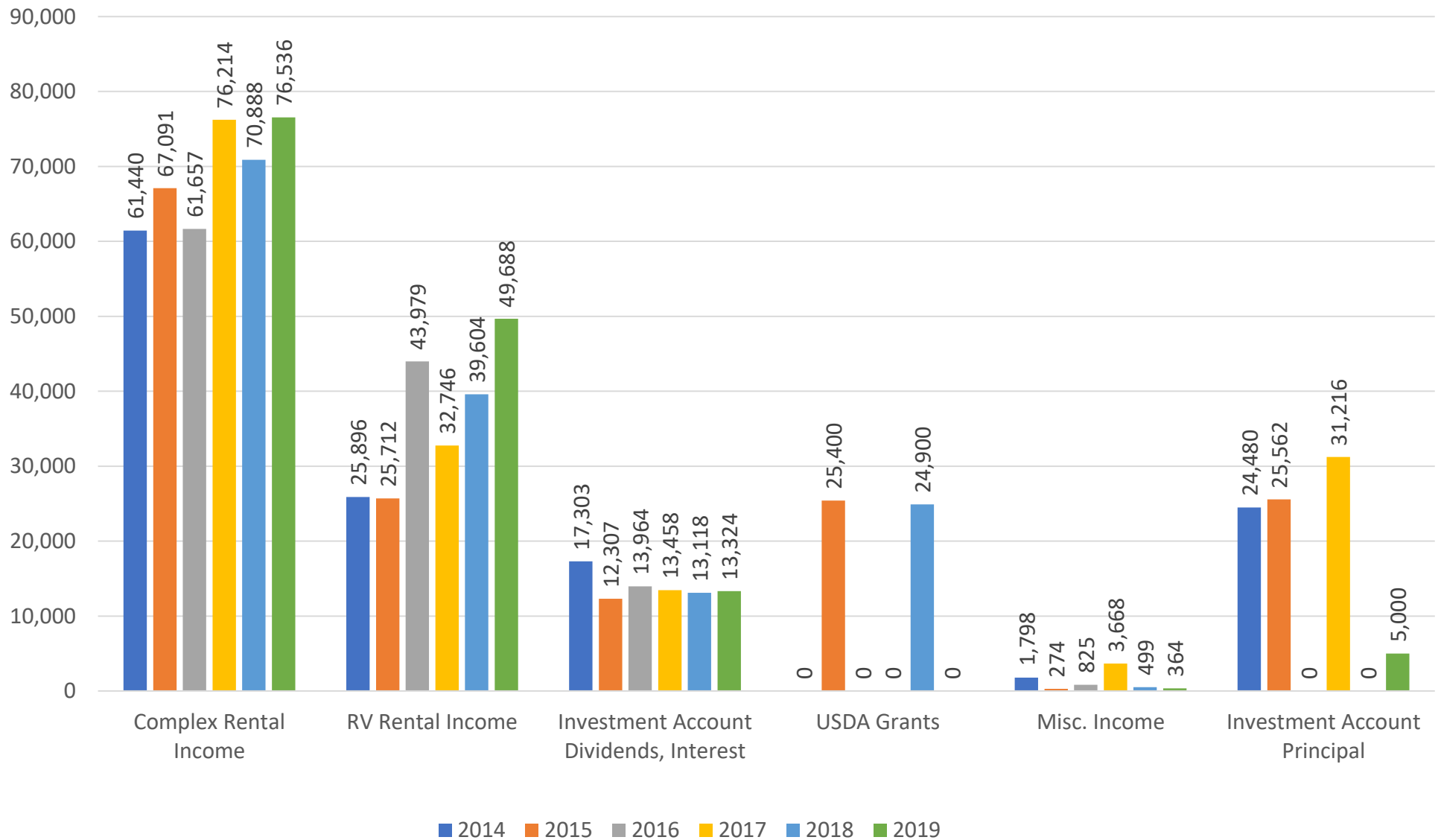
Rentals by Month for Complex



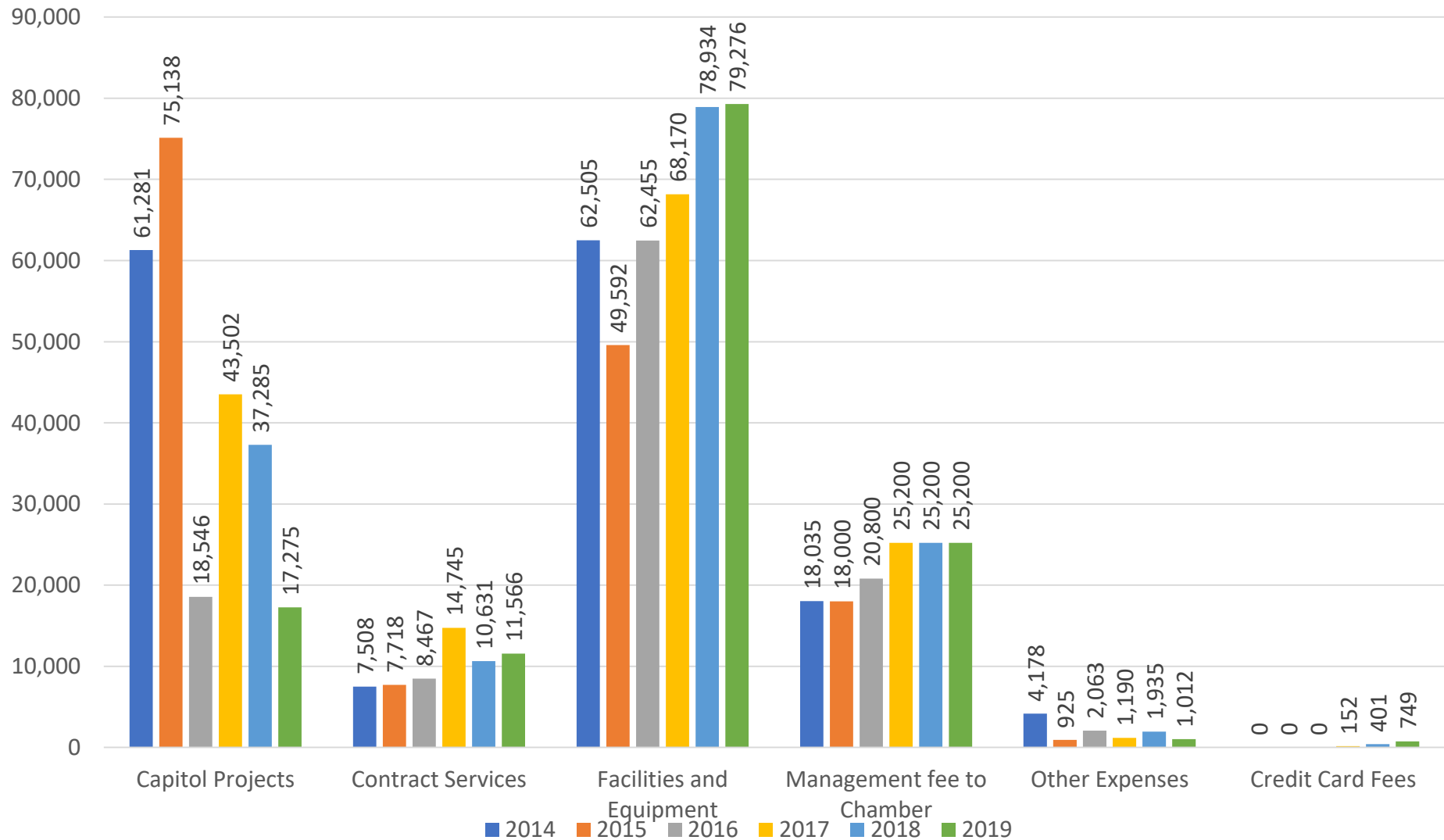
Income and Expenses for the Complex from 2014 to 2019



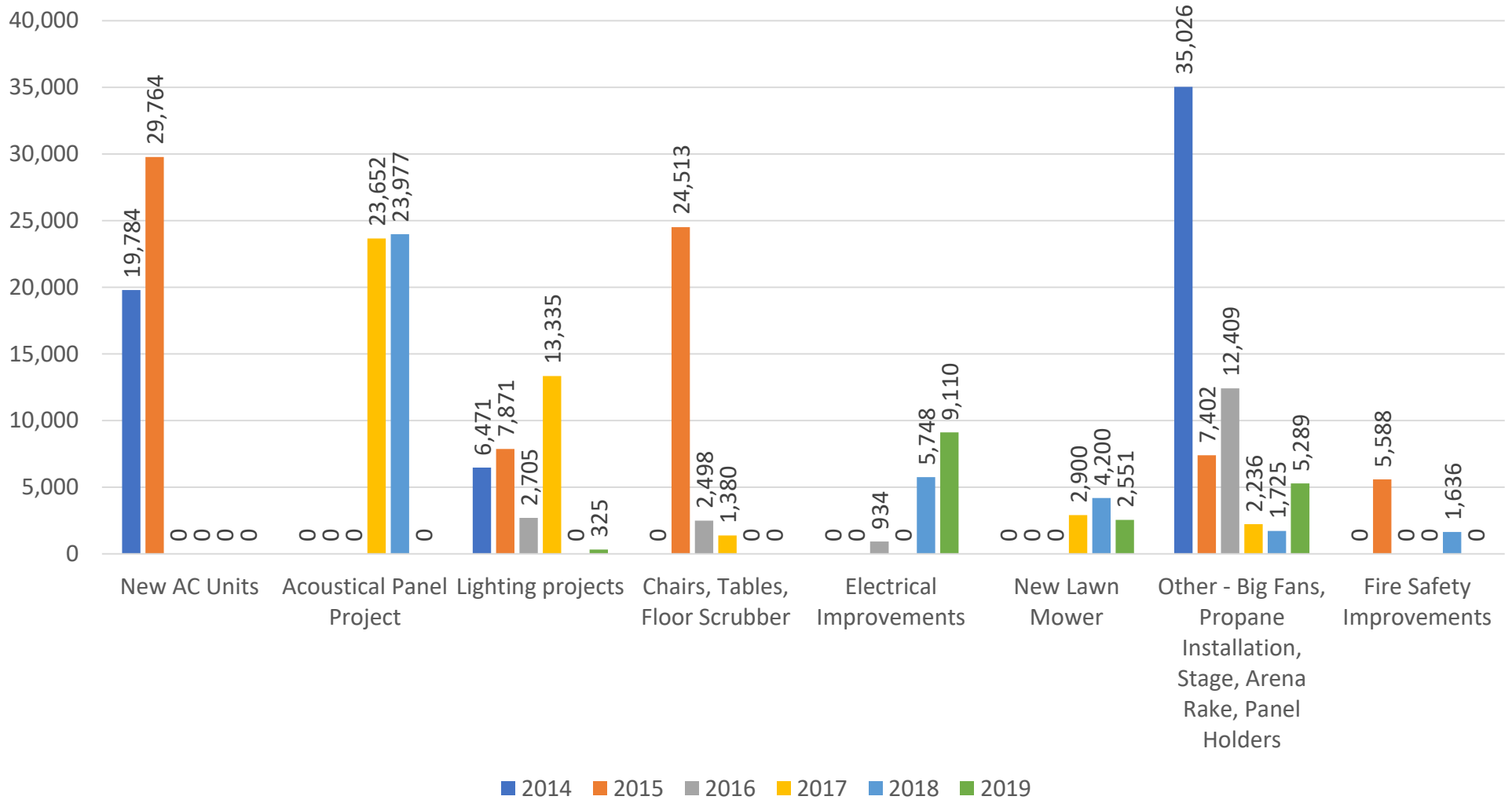
Income Streams for the Complex from 2014 to 2019



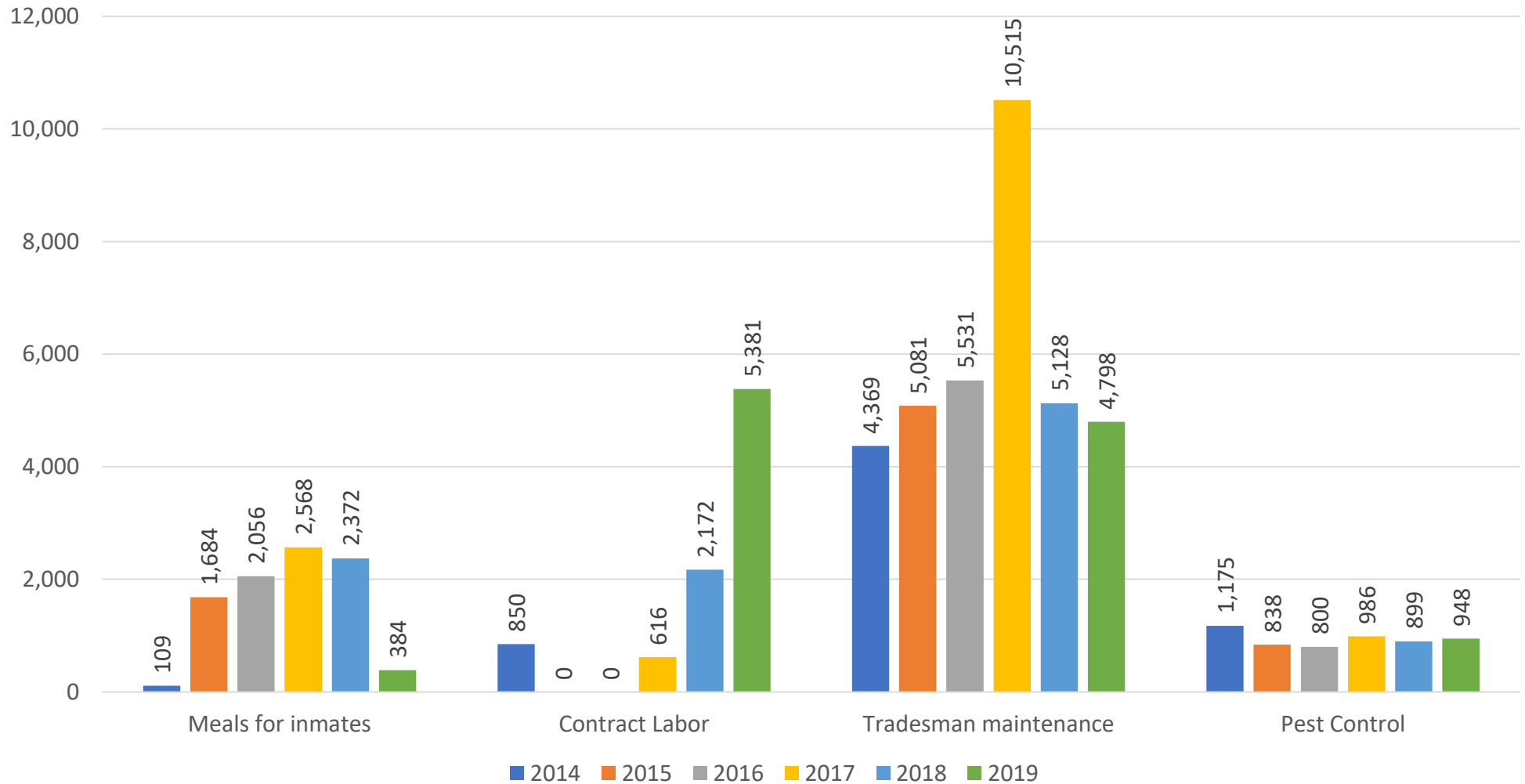
Expenses by type for the Complex from 2014 to 2019



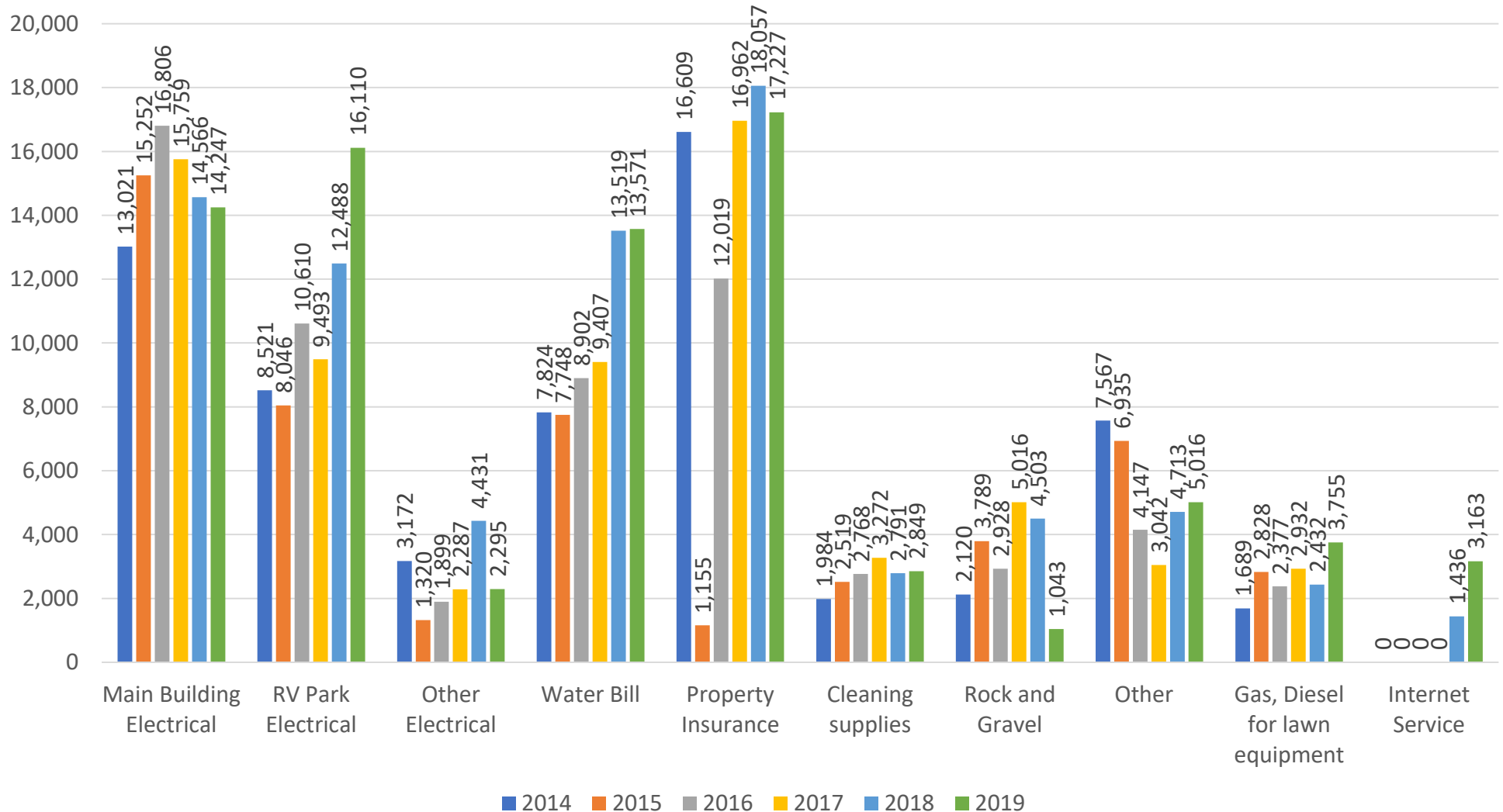
Expenses by Capitol Project for the Complex from 2014 to 2019



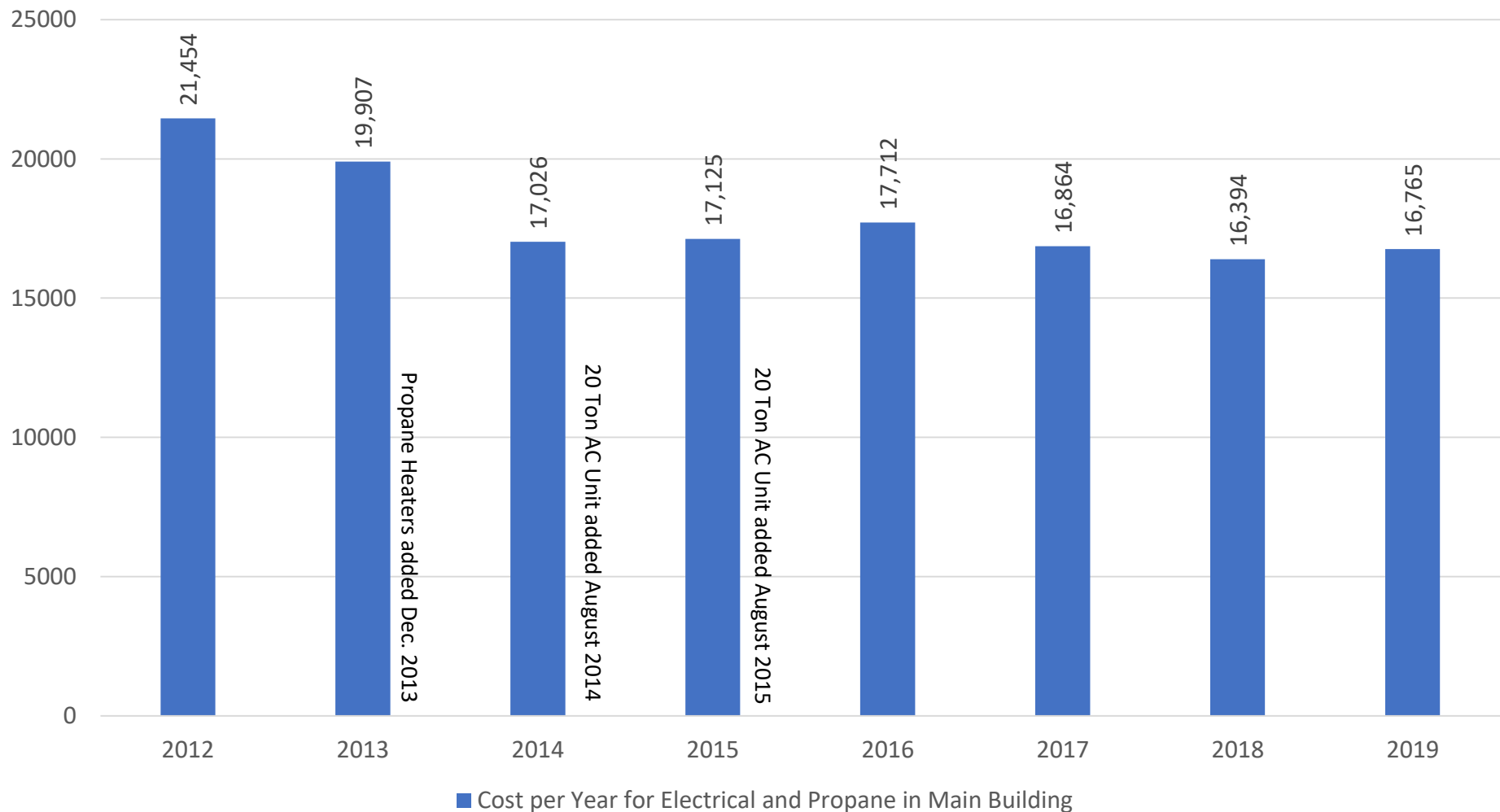
Expenses by Contract Services for the Complex from 2014 to 2019



Expenses by Facilities and Equipment for the Complex from 2014 to 2019



Management of Electrical/Propane Costs for Main Building over the years



The number of Events have gone from 36 in 2014 to 59 in 2019 and even with the addition of 2 – 20 ton AC units, the total cost to run the AC/Heat has not increased for the main building

Long Term Plan for the Complex

- The complex has the capacity to host more weekday events with a few changes
 - The construction of a 1,500 – 2,000 square foot meeting room addition with upgraded bathrooms, counter space, and an office connected to existing building – \$300,000 - \$400,000 dollars to build structure
 - Would be used for smaller groups such as 25 – 100 people and to house an office on-site
 - Additional pipe and draping for events
- The hiring of a full-time employee just to oversee the complex and do routine tasks such as marketing, bookings, set-ups, and clean-up, and taking care of all banking transactions
 - Funding sources to pay a full-time employee \$50,000 - \$60,000 per year would need to be secured
 - Market the facility to a wider audience in the surrounding area by promoting the size of the facility and the ability to use it for indoor events during the week such as trade shows
 - The more bookings the Complex could secure would also translate into more local business for the hotels, places to eat, catering facilities, and local stores