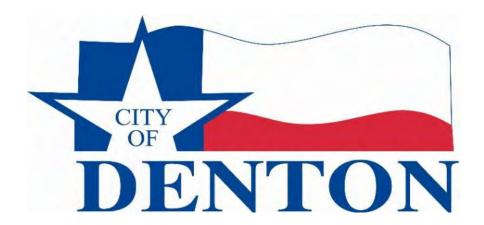
#### **EXHIBIT A**



# City of Denton Incentive Application

City of Denton

Department of Development Services, Economic Development Division

215 E. McKinney St.

Denton, Texas 76201

(940) 349-7776

(940) 349-8596 FAX

www.cityofdenton.com Caroline.Booth@cityofdenton.com

## INCENTIVE APPLICATION CITY OF DENTON, TEXAS

1.	Property Owner	Sally Beauty Holding	gs							
	Company or Project Name	Sally Beauty Holdir	ngs - World Headquarters							
	Mailing Address	3001 Colorado Blv	· · · · · · · · · · · · · · · · · · ·							
	Denton, TX 76210									
	Telephone	940/898-7500	Fax No.							
	Website	www.sallybeautyl	noldings.com							
	Contact Name									
	Contact Name	Paul Myrick								
	Title	VP Real Estate								
	Mailing Address	same as above								
	Telephone	940/297-4499	Fax No. 940/381-9022							
	Email Address									
		pmyrick@sallybeauty.con								
2.	Provide a chronology of pla	ant openings, closing and reloc	eations over the past 15 years.							
	Developed and moved into the	above stated HQ office facility in 20	005, continued to own and now use former building at 3900 Morse Street.							
	The corporation operates appro	x 5,000 store locations world-wide	as a leading speciality retailer and distributor of professional beauty							
	supplies with revenues of \$3.8 b	pillion annually. Open between 100	0-150 new stores annually and operate over ten (10) distribution centers.							
3.	Provide a record of mergers	s and financial restructuring du	iring the past 15 years.							
	Continue to acquire smaller or	perations and companies to grow o	our overall presence and network, however, all corporate functions							
	are supported from the offices	location in Denton.								
4.	Will the occupants of the pr	roject be owner or lessee? If le	essee, are occupancy commitments already existing?							
	Sally Beauty Holdings will conti	nue to own and occupy the buildin	g (3900 Morse Street) as well as 3001 Colorado Blvd both here							
	in Denton.									
5.	Is the project a relocation o	f existing facility or a new fac	ility to expand operations? If relocation, give							
	current location.									
	The project is a complete inte	rior remodel of the existing facility a	at 3900 Morse Street to continue to increase our employee base.							
6.	If an existing Denton busine	ess, will project result in aband	donment of existing facility? If so, the value of the							
	existing facility will be subt	racted from the value of the no	ew facility to arrive at total project value.							

		·		employee base here now totalling approx				
	1,000 employees in both	h facilities as well as managing 27,0	000 employees worldwid	de.				
	Property Description.							
	- Attach a copy of the legal description detailing property's metes and bounds							
		including all roadways, land us		500 feet of site				
	1 1 3			See attached				
	Current Value. Attach c	opy of latest property tax state	ment from the Dento	n County Central Appraisal				
	District Include both rea	l (land and improvements) and	personal property).					
			1 1 2/	See attached				
	Increased Value/Estimat	ed Total Cost of Project.						
	Structures	\$ 4,428,000.00	Site Developmen	nt \$ 94,000.00				
	Personal Property	\$ 2,600,000.00	Other Improvem	sents \$ 368,000.00				
Э.	Indicate percent of tax al	batement and number of years	reauested.					
	Percent Requested		Years Requested	<u>-</u>				
	Terrorit requested							
	List any other financial incentives this project will request/receive None							
	Estimated Freeport Exen	nption		\$				
	Estimated Electric Utility	y Industrial Development Ride	r	\$				
	Estimated Water/Wastev	vater Infrastructure Assistance		\$				
	Chapter 380 Incentive							
١.	Give a brief description of the activities to be performed at this location, including a description of products to							
	be produced and/or services to be provided.							
	The project is a complete re	emodel of the interior office portion	of the builidng at 3900 N	Morse Street. The scope of the project				
	includes, new windows, flooring, walls, ceiling, interior lights, cafe/dining area, breakrooms, furinture, data and phone cabling, lot							
	HVAC ducting system, roof repairs, HVAC unit repairs, electrical switch replacement/upgrade, restroom upgrades, as well as							
	later improvements to the p	parking lot, landscaping and over tin	ne will continue to conve	ert the warehouse portion of the structure to				
	office use.							
2.	Describe any off-site infi	rastructure requirements:						
	Water							
	None							

•	Streets	None			
•	Drainage	None			
•	Other	None			



Project Operation Phase. Provide employment information for the number of years incentive is requested.

	Employment Information	Existing Operation (if applicable)	At Project Start Date (mo/yr)	At Term of Incentive
A.	Total number of permanent, full-time jobs	200	Feb 2016	150
B.	Employees transferred from outside Denton	50	Feb 2017	250
C.	Net permanent full-time jobs (A. minus B.)	150		350
E.	Total annual payroll for all permanent, full-time jobs (A.)	\$6.5M		\$12.8M

F. Types of jobs created. List the job titles and number of positions in each category that will be employed at the facility. Provide average wage for each category.

Accounts Receivable / Credit & Collections / Customer Service Inside sales / Ecommerce / Web Content Departments with additional accounting and finance departments added in 2016-2017- 85 customer service Reps - 32 Credit & Collection Reps - 8 Supervisors - 6 Dept Managers - 4 Area Directors with additional roles being added within 2016-2017 - at the completion of the remodel project there should be approximately 400 full time positions in the facility. The base salary ranges for these positions is \$27k to \$150k depending on position

G. Indicate the number of shifts the project will operate

Standard busines hours for most positions - 7am to 6pm generally

H. Estimate annual utility usage f	for project:			
Electric \$173,673	kWh	Water	Sewer & Water \$18,857	gpd
Wastewater	gpd	Gas	\$17,873	mcf
		•		
Describe any other direct benefits to	o the City of De	nton as a r	esult of this project (e.g., sales tax	revenue or
project elements identified in Tax A	Abatement Policy	y, Section	<sup>III).</sup> NA	
Is property zoned appropriately?	√Yes		No	
Current zoning.	C-I (Employment C	enter Indust	rial)	
Zoning required for proposed proje	ct.	e remains		
Anticipated variances.	one			
Is property platted?	√Yes		No	
Will replatting be necessary	Yes		√No	
Discuss any environmental impacts	created by the p	roject.	None, use remains as is	
A. List any permits for which app	olicant must app	ly. Applic	ant will be required to provide Ci	ty with copies
of all applications for environ	mental permits u	ipon comp	letion of application(s).	
Builidng permit and fire alarm / sys	stem nermit			
Damang pomit and in additive dys	nom pomit			
B. Provide record of compliance	to all environme	ental regul	ations for the past five years.	
N/A				
10/1				
Provide specific detail of any busin	esses/residents t	hat will be	displaced and assistance that wil	l be available
from the requesting company.				
N/A				
Provide description of any historica	ally significant a	rea include	ed within the project's area as dete	ermined by the
Historic preservation Officer. If an			1 0	•
			, , ,	1
N/A				

T 4	if notice for Inscritic Descript. Collectorists and a	C.	L. dozonika tha instiffaction for this no succet
	ification for Incentive Request: Substantiate and n		
	ude the amount of the incentive requested and show	w now	it will contribute to the financial viability of the
proj	ect. Submit attachments if necessary.		
Sally	Beauty has been based in Denton since 1982 when we had 119	stores, to	day we have over 5,000 stores world-wide. We have approxim
	0 full time employees based in Denton and are in the top 7 private		
5 yea	erican Heart Association Go Red for Women, Adopt a Child throug ars the presenting partner for the North TX Susan G Komen Race illing Research Center as well as hold a seat on the Denton Cham and business in Denton County.	for the C	ure. We are additionally a Founding Member of UNT Global Di
List	additional abatement factors to be considered for	his pro	ject as outlined on pages 3 and 4 of the
Ince	entive Policy.		
	Occupies building vacant for at least 2 years		Donation of materials to public schools
	Project creates high-skilled, high-paying jobs		Improvements to Downtown
<u> </u>	Significant relationship with universities		Project forms business park
<u> </u>	25% of new jobs filled by Denton residents	<b>/</b>	International or national headquarters
	25% local contractors to be utilized		Medical manufacturing or research facility
<u></u>	25% of jobs are knowledge-based		Environmentally sustainable practices used
	Donation of significant public art		Renewable Energy generated/stored/utilized
<u></u>	Community support and involvement: Attach des	scriptio	n of community involvement
	I ancial Information: Attach a copy of the latest aud	ited fin	ancial statement or, in the case of a new project,
a bu	isiness plan.		
	•		
Doe	es the project have an eligible environmentally sust	ainable	or renewable energy component (if so, please
	ntify type and provide a brief description)?		
i	installing LED lights throughout the office portion of the bu	ilding	
Ann	plicants seeking LEED certification must complete	the Gre	een Building Application for Tax Abatement

2014 Tax Abatement Policy

## COMPLETE THIS SECTION IF REQUESTING ADDITIONAL INCENTIVE BASED ON LEED CERTIFICATION CONSTRUCTION

Mailing Address  Telephone Website  Contact Name Title Mailing Address  Telephone Fax No.  Email Address  Project location address:  Provide documentation that the project has been registered with the U.S. Green Building Council.  Provide a description of the project (please include the building size, number of occupants and estim budget).  Attach a preliminary Leadership in Energy and Environmental Design (LEED) Scorecard illustrating project will achieve the LEED certification.	Property Owner					
Telephone Website  Contact Name Title Mailing Address  Telephone Fax No.  Email Address  Project location address:  Provide documentation that the project has been registered with the U.S. Green Building Council.  Provide a description of the project (please include the building size, number of occupants and estim budget).  Attach a preliminary Leadership in Energy and Environmental Design (LEED) Scorecard illustrating project will achieve the LEED certification.	Company or Project Name					
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Title  Mailing Address  Telephone  Email Address  Project location address:  Provide documentation that the project has been registered with the U.S. Green Building Council.  Provide a description of the project (please include the building size, number of occupants and estim budget).  Attach a preliminary Leadership in Energy and Environmental Design (LEED) Scorecard illustrating project will achieve the LEED certification.	Website					
Title  Mailing Address  Telephone  Email Address  Project location address:  Provide documentation that the project has been registered with the U.S. Green Building Council.  Provide a description of the project (please include the building size, number of occupants and estim budget).  Attach a preliminary Leadership in Energy and Environmental Design (LEED) Scorecard illustrating project will achieve the LEED certification.						
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project will achieve the LEED certification.	budget).					
project will achieve the LEED certification.						
project will achieve the LEED certification.						
project will achieve the LEED certification.						
project will achieve the LEED certification.						
	Attach a preliminary Leadership in Energy and Env	rironmental Design (LEED) Scorecard illustrating hove				
I and of Contification.						
Level of Certification:	Level of Certification:					

This Incentive Application is submitted with the acknowledgement that additional information may be required
Authorized Signature
Data

Lots 1 and 6, in BLOCK 3, of GOLDEN TRIANGLE INDUSTRIAL PARK, PHASE V, an Addition to the City of Denton, Denton County, Texas, according to the Plat thereof recorded in Cabinet C, Page 87, Plat Records, Denton County, Texas.

## (Commonly known as 3900 MORSE STREET)

The plat hereon is a true and accurate representation of the property as determined by survey made on the ground, the lines and dimensions of said property as being indicated on the Plat. The size, location and type of buildings and improvements are as shown, all improvements being within the boundaries of the property except as shown, set back from the property lines is as shown, and distance from the nearest street or road is as shown on the Plat. There are no visible encroachments visible protrusions

or apparent easements, except as shown on the Plat. I further certify that only portion shown of subject property lies within a special flood hazard area according to the FLOOD INSURANCE RATE MAP for Denton County and Incorporated Areas, Map Number 48121C0380, Dated March 30, 1998. (Subject Property lies in Zone A and Zone X approximately as shown.)

PROFESSION

ANDMARK SURVEYORS, INC.

4238 1-35 NORTH DENTON, TEXAS 76207 (940) 382-4016 FAX (940) 387-9784

DRAWN BY: BTH

SCALE: 1"=60" DATE: 06 SEPTEMBER, 2000 JOB NO: 0012533





#### **PROPERTY ACCOUNT NUMBER**

### 255147DEN



#### PROPERTY OWNER

SALLY BEAUTY SUPPLY CO IN ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220

PROPERTY LEGAL DESCRIPTION

SALLY BEAUTY CO CORP HEADQUARTERS BLK A LOT 1

SITUS: 0003001 COLORADO BLVD

**EXEMPTIONS:** 

**ASSESSMENT RATIO: 100%** 

P	R	OF	EF	T	Y	V	A	L	U	E	S
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IMPROVEMENT VALUE	16,021,552
NON HOMESITE IMPROVEMENT	16,021,552
LAND MARKET VALUE	3,558,415

MINERAL VALUE	0
PERSONAL PROPERTY	0
AG VALUE	0
TOTAL MARKET VALUE	19,579,967

JURISDICTION	EXEMPTIONS	TAXABLE VALUE	TAX RATE	BASE LEVY
CITY OF DENTON DENTON ISD DENTON COUNTY	1.5.15 475,370.50	19,579,967 19,579,967 19,579,967	0.689750 1.540000 0.262000	135,052.82 301,531.49 51,299.51

<sup>\*</sup>ADDITIONAL CITY SALES TAX REDUCED YOUR CITY AD VALOREM TAX BY \$ 22,950.85.

## TOTAL AMOUNT DUE IF PAID ON OR BEFORE JANUARY 31, 2016

\$487.883.82

Taxes are due upon receipt of statement. Payment options on back.

Return bottom portion with your payment in the enclosed envelope. Payments may take 7-10 days to post.

PROPERTY OWNER AND MAILING ADDRESS

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220

Over 65/Disabled Person/Disabled Veteran Quarter Pay Request \*Please sign and send in with first 1/4 payment before 1/31/2016.

I am currently receiving an Over 65/Disabled Person/Disabled Veterans exemption and request the 1/4 payment option on my 2015 property taxes

MICHELLE FRENCH **DENTON COUNTY TAX ASSESSOR COLLECTOR** PO BOX 90223 DENTON, TX 76202-5223

#### **PROPERTY ACCOUNT NUMBER**

255147DEN



\* IF PAID ON OR BEFORE **JANUARY 31, 2016** 

\$487,883.82

PENALTY AND INTEREST WILL BE DUE ON FEBRUARY 1, 2016 IF ACCOUNT IS NOT PAID IN FULL. THE PENALTY AND INTEREST RATES WILL INCREASE ON THE FIRST DAY OF EACH MONTH.

IF PAID IN	P & I RATE	AMOUNT DUE
FEB 2016	7%	522,035.69
MAR 2016	9%	531,793.37
APR 2016	11%	541,551.04



MICHELLE FRENCH **DENTON COUNTY** TAX ASSESSOR COLLECTOR PO BOX 90223 DENTON, TEXAS 76202 940-349-3500

PROPERTY ACCOUNT NUMBER

139812DEN



**PROPERTY OWNER** 

PROPERTY LEGAL DESCRIPTION

GOLDEN TRIANGLE INDUSTRIAL PARK PH 5 BLK 3 LOT 6A ACRES 4.893

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT

PO BOX 90220

DENTON, TX 76202-5220

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SITUS: 0003900 MORSE ST

**EXEMPTIONS:** 

100% **ASSESSMENT RATIO:** 

PRO	PE	RTY	VAL	UES	5
IMP	ROV	'EME	NT \	/ALU	Ε

4,020,437 NON HOMESITE IMPROVEMENT 4,020,437 LAND MARKET VALUE 479,563

MINERAL VALUE	0
PERSONAL PROPERTY	0
AG VALUE	0
TOTAL MARKET VALUE	4,500,000

JURISDICTION	EXEMPTIONS	TAXABLE VALUE	TAX RATE	BASE LEVY
CITY OF DENTON DENTON ISD DENTON COUNTY	000	4,500,000 4,500,000 4,500,000	0.689750 1.540000 0.262000	31,038.75 69,300.00 11,790.00
	99,882.10	-		

\*ADDITIONAL CITY SALES TAX REDUCED YOUR CITY AD VALOREM TAX BY \$ 5,274.72.

**TOTAL AMOUNT DUE IF PAID ON OR BEFORE JANUARY 31, 2016** 

\$112,128,75

Taxes are due upon receipt of statement. Payment options on back. Return bottom portion with your payment in the enclosed envelope. Payments may take 7-10 days to post.

PROPERTY OWNER AND MAILING ADDRESS

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220

Over 65/Disabled Person/Disabled Veteran Quarter Pay Request \*Please sign and send in with first 1/4 payment before 1/31/2016.

I am currently receiving an Over 65/Disabled Person/Disabled Veterans exemption and request the 1/4 payment option on my 2015 property taxes

MICHELLE FRENCH DENTON COUNTY TAX ASSESSOR COLLECTOR PO BOX 90223 **DENTON, TX 76202-5223** 

PROPERTY ACCOUNT NUMBER

139812DEN



\* IF PAID ON OR BEFORE **JANUARY 31, 2016** 

\$112,128.75

PENALTY AND INTEREST WILL BE DUE ON FEBRUARY 1, 2016 IF ACCOUNT IS NOT PAID IN FULL. THE PENALTY AND INTEREST RATES WILL INCREASE ON THE FIRST DAY OF EACH MONTH.

IF PAID IN	P & I RATE	AMOUNT DUE
FEB 2016	7%	119,977.77
MAR 2016	9%	122,220.34
APR 2016	11%	124,462.91



MICHELLE FRENCH DENTON COUNTY TAX ASSESSOR COLLECTOR PO BOX 90223 DENTON, TEXAS 76202 940-349-3500



TO TO OTHIOHAVE HAN OTHICKING

PROPERTY ACCOUNT NUMBER

82152DEN



Р	R	o	P	E	R	Т	Y	0	۷	۷	١	ı	E	R	
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PROPERTY LEGAL DESCRIPTION

GOLDEN TRIANGLE INDUSTRIAL PARK PH 5 BLK 3 LOT 1(PT)

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220 9937-54020

SITUS: 0003900 MORSE ST

**EXEMPTIONS:** 

ASSESSMENT RATIO: 100%

P	R	O	P	Ε	R	T	Υ	٧	Α	L	U	E	S

IMPROVEMENT VALUE	0
NON HOMESITE IMPROVEMENT	0
LAND MARKET VALUE	633,693

MINERAL VALUE	0
PERSONAL PROPERTY	0
AG VALUE	0
TOTAL MARKET VALUE	633,693

JURISDICTION	EXEMPTIONS	TAXABLE VALUE	TAX RATE	BASE LEVY
CITY OF DENTON DENTON ISD DENTON COUNTY	1.5.15	633,693 633,693 633,693	0.689750 1.540000 0.262000	4,370.90 9,758.87 1,660.28

<sup>\*</sup>ADDITIONAL CITY SALES TAX REDUCED YOUR CITY AD VALOREM TAX BY \$ 742.79.

TOTAL AMOUNT DUE IF PAID ON OR BEFORE JANUARY 31, 2016

\$15,790.05

Taxes are due upon receipt of statement. Payment options on back.

Return bottom portion with your payment in the enclosed envelope. Payments may take 7-10 days to post.

#### PROPERTY OWNER AND MAILING ADDRESS

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220

Over 65/Disabled Person/Disabled Veteran Quarter Pay Request \*Please sign and send in with first 1/4 payment before 1/31/2016.

I am currently receiving an Over 65/Disabled Person/Disabled Veterans exemption and request the 1/4 payment option on my 2015 property taxes



MICHELLE FRENCH
DENTON COUNTY TAX ASSESSOR COLLECTOR
PO BOX 90223
DENTON, TX 76202-5223

## PROPERTY ACCOUNT NUMBER 82152DFN



AMOUNT DUE

\* IF PAID ON OR BEFORE JANUARY 31, 2016

\$15,790.05

PENALTY AND INTEREST WILL BE DUE ON FEBRUARY 1, 2016 IF ACCOUNT IS NOT PAID IN FULL. THE PENALTY AND INTEREST RATES WILL INCREASE ON THE FIRST DAY OF EACH MONTH.

IF PAID IN	P & I RATE	AMOUNT DUE
FEB 2016	7%	16,895.35
MAR 2016	9%	17,211.16
APR 2016	11%	17,526.96



IAA OTATEMENT

PROPERTY ACCOUNT NUMBER

82161DEN



#### **PROPERTY OWNER**

PROPERTY LEGAL DESCRIPTION

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220 DENTON, TX 76202-5220

GOLDEN TRIANGLE INDUSTRIAL PARK PH 5 BLK 3 LOT 6 (PT) ACRES1.7198

SITUS: 0003900 MORSE ST

**EXEMPTIONS:** 

ASSESSMENT RATIO: 100%

PROPERTY VA	۱.	U	E.	5

IMPROVEMENT VALUE	0
NON HOMESITE IMPROVEMENT	0
LAND MARKET VALUE	168,559

MINERAL VALUE	0
PERSONAL PROPERTY	0
AG VALUE	0
TOTAL MARKET VALUE	168.559

JURISDICTION	EXEMPTIONS	TAXABLE VALUE	TAX RATE	BASE LEVY
CITY OF DENTON DENTON ISD DENTON COUNTY	1.5.15	168,559 168,559 168,559	0.689750 1.540000 0.262000	1,162.64 2,595.81 441.62

<sup>\*</sup>ADDITIONAL CITY SALES TAX REDUCED YOUR CITY AD VALOREM TAX BY \$ 197.58.

## TOTAL AMOUNT DUE IF PAID ON OR BEFORE JANUARY 31, 2016

\$4,200,07

Taxes are due upon receipt of statement. Payment options on back. Return bottom portion with your payment in the enclosed envelope. Payments may take 7-10 days to post.

PROPERTY OWNER AND MAILING ADDRESS

SALLY BEAUTY SUPPLY CO INC ATTN TAX DEPARTMENT PO BOX 90220

DENTON, TX 76202-5220

Over 65/Disabled Person/Disabled Veteran Quarter Pay Request \*Please sign and send in with first 1/4 payment before 1/31/2016. I am currently receiving an Over 65/Disabled Person/Disabled Veterans exemption and request the 1/4 payment option on my 2015 property taxes

MICHELLE FRENCH DENTON COUNTY TAX ASSESSOR COLLECTOR PO BOX 90223 DENTON, TX 76202-5223

PROPERTY ACCOUNT NUMBER

82161DFN



\* IF PAID ON OR BEFORE **JANUARY 31, 2016** 

\$4,200.07

PENALTY AND INTEREST WILL BE DUE ON FEBRUARY 1, 2016 IF ACCOUNT IS NOT PAID IN FULL. THE PENALTY AND INTEREST RATES WILL INCREASE ON THE FIRST DAY OF EACH MONTH.

AMOUNT DUE
4,494.09
4,578.07
4,662.07

