

# MCKINNEY COMMUNITY DEVELOPMENT CORPORATION

## Promotional and Community Event Grant Application

Fiscal Year 2022

### IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at [www.mckinneycdc.org](http://www.mckinneycdc.org); by calling 972.547.7653 or by emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)
- **Please call to discuss your plans for submitting an application in advance of completing the form.** A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the **Letter of Inquiry** form, available at [www.mckinneycdc.org](http://www.mckinneycdc.org), by calling 972.547.7653 or emailing [cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org).*

***Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.***

### Promotional and Community Event Grant Calendar:

| Application Deadline       | Presentation to MCDC Board | Board Vote and Award Notification |
|----------------------------|----------------------------|-----------------------------------|
| Cycle I: November 30, 2021 | December 16, 2021          | January 27, 2022                  |
| Cycle II: May 31, 2022     | June 23, 2022              | July 28, 2022                     |

### APPLICATION

#### INFORMATION ABOUT YOUR ORGANIZATION

Name: SBG Hospitality

Federal Tax I.D.: 81-5195550

Incorporation Date: 2/2017

Mailing Address: 7200 W University Drive, Suite 210

City McKinney

ST: TX

Zip: 75071

Phone: 318-527-9221

Fax: NA

Email: [hello@sbghospitality.com](mailto:hello@sbghospitality.com)

Website: [www.sbghospitality.com](http://www.sbghospitality.com)

**Check One:**

- Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- Governmental entity
- For profit corporation
- Other

Professional affiliations and organizations to which your organization belongs: McKinney Chamber of Commerce, McKinney Young Professionals

**REPRESENTATIVE COMPLETING APPLICATION:**

Name: Lauren Stephan

Title: President

Mailing Address: 2509 Tremont Boulevard

City: McKinney

ST: TX

Zip: 75071

Phone: 318-527-9221

Fax: NA

Email: hello@sbghospitality.com

**CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:**

Name: Lauren Stephan

Title: President

Mailing Address: 7200 W University Drive, Suite #210

City: McKinney

ST: TX

Zip: 75071

Phone 318-527-9221

Fax: NA

Email: hello@sbghospitality.com

**FUNDING**

Total amount requested: \$10,000

Matching Funds Available (Y/N and amount): N

Have you received or will funding be requested from any other City of McKinney entity (e.g. McKinney Convention and Visitors Bureau, Arts Commission, City of McKinney) for this event?

Yes

No

Please provide details and funding requested: NA

**PROMOTIONAL/COMMUNITY EVENT**

Start Date: October 15, 2022

Completion Date: October 15, 2022

**BOARD OF DIRECTORS** *(may be included as an attachment)*

NA

**LEADERSHIP STAFF** *(may be included as an attachment)*

NA

**Using the outline below, provide a written narrative no longer than 7 pages in length:**

## **I. Applying Organization**

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

## **II. Promotional/Community Event**

- Outline details of the Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- Describe how this event will **showcase McKinney and promote the City for the purpose of business development and/or tourism.**
- Describe how the proposed Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Promotional/Community Events must be **open to the public.** If a registration fee is charged, it must be \$35 or less.
- **If the event benefits a nonprofit organization, specific detail must be provided regarding the benefit** (e.g. X\$ per entry; X% of overall revenue; X% of net revenue).
- Provide information regarding planned activities in support of the event, timeframe/schedule, estimated attendance and admission/registration fees, if planned.
- Include the venue/location for the proposed event.
- Provide a timeline for the production of the event.
- Detail goals for growth/expansion in future years.
- Provide plans to attract resident and visitor participation and contribute to business development, tourism and growth of McKinney sales tax revenue.
- Demonstrate informed budgeting/financial planning – addressing revenue generation, costs and use of net revenue.

**Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?**

Yes

No

**Date(s): 2019, 2020, 2021**

## Financial

- Provide an overview of the organization's financial status including the projected impact of this event on your organization's ability to fulfill mission and goals.
- Please attach your organization's budget and Profit and Loss statement for the current and previous fiscal year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.
- **In addition to your organization's budget, please provide a detailed budget for the proposed Promotion/Community Event.**

### Overview of Promotional/Community Event financial goal?

|                    |               |
|--------------------|---------------|
| Gross Revenue      | \$150,000     |
| Projected Expenses | \$100-110,000 |
| Net Revenue        | \$40- 50,000  |

**What dollar amount and percentage of Promotional/Community Event funding will be provided by other sources such as sponsorship, registration fees, individual or corporate donations, etc.?**

|                               |           |
|-------------------------------|-----------|
| Sponsorship Revenue           | \$75,000  |
| Registration Fees             | \$75,000  |
| Donations                     | \$0       |
| Other (raffle, auction, etc.) | \$0       |
| Net Revenue                   | \$150,000 |

## IV. Marketing and Outreach

- Provide specific detail regarding the advertising, marketing plans and outreach strategies developed for this event.
- Provide a detailed outline and budget for planned marketing, advertising and outreach activities and promotional channels (e.g. print, radio, social media platforms, etc.). **The total expenditures planned must match the amount requested in this grant application.** If you need an example, please contact Linda Jones at [ljones2@mckinneycdc.org](mailto:ljones2@mckinneycdc.org).

## V. Metrics to Evaluate Success

- Outline the metrics that will be used to evaluate success of the proposed Promotional/Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

## **VI. Presentation to MCDC Board of Directors**

Completed applications that are eligible for consideration by MCDC will be presented to the board according to the schedule included on the first page of this application. **Please be prepared to provide the information outlined below in your presentation:**

- Details regarding the specific marketing activities (promotional channels) that you plan to use and the budget allocated to each (print, radio, social media, etc.).
- If this is an annual/biennial event, please include results you saw from use of the various marketing activities in the past (what worked, what didn't).
- Do you plan to utilize the grant requested to fund your total marketing budget? If not, what percentage would the grant cover?
- If possible, please include examples of past marketing initiatives (screen shots of ads, social media, etc.). Also – please include photos of previous year's event in your presentation.
- Please share the attendance numbers from the previous year's event (if this is a repeat event).
- If possible, please identify the number of people who attended from McKinney – and those who were visitors to the city.
- If you are applying as a for-profit organization, with a nonprofit beneficiary identified for your event, please include the name(s) of the nonprofit groups who will be supported by the event and the percentage of revenue (indicate gross or net) or dollar amount that will be provided.
- Presentations to the Board will be limited to no more than five (5) minutes.

## Acknowledgements

***If funding is approved by the MCDC board of directors, Applicant will assure:***

- The Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used **exclusively** for advertising, marketing and promotion of the Promotional/Community event described in this application.
- MCDC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Promotional/Community Event. A logo will be provided by MCDCV for inclusion on all advertising, marketing and promotional materials. Specifics for audio messaging will be agreed upon by applicant and MCDC and included in an executed performance agreement.
- The Organization officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Promotional/Community Event for which funds were received.
- A final report detailing the success of the Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Promotional/Community Event.
- Grant funding is provided on a reimbursement basis subsequent to submission of a reimbursement request, with copies of invoices and paid receipts for qualified expenses. Up to 20% of the grant awarded may be withheld until the final report on the Promotional/Community Event is provided to MCDC.
- Funds granted must be used within one year of the date the grant is approved by the MCDC board.

**We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.**

**Chief Executive Officer**

\_\_\_\_\_  
Signature

Printed Name

Date

**Representative Completing Application**

*Lauren Stephan*  
\_\_\_\_\_  
Signature

Printed Name Lauren Stephan

Date 5/31/2022

***INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.***

## CHECKLIST:

### Completed Application:

- Use the form/format provided
- Organization Description
- Outline of Promotional/Community Event; description, budget, goals and objectives
- Indicate how this event will showcase the City of McKinney for business development/tourism
- Promotional/Community Event timeline and venue included
- Overall organization **and** event budget that includes plans and budget for advertising, marketing and outreach included
- Evaluation metrics are outlined
- List of board of directors and staff
- Financials: organization's budget and P&L statement for current and previous fiscal year;  
Promotional/Community Event budget; audited financial statements are provided
- IRS Determination Letter (if applicable)

***A FINAL REPORT MUST BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/COMPLETION OF THE PROJECT/PROMOTIONAL/COMMUNITY EVENT.***

***FINAL PAYMENT OF FUNDING AWARDED WILL BE MADE UPON RECEIPT OF FINAL REPORT.***

***PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE FOR THE FINAL REPORT.***





## **McKINNEY COMMUNITY DEVELOPMENT CORPORATION**

### **Final Report**

**Organization:**

**Funding Amount:**

**Project/Promotional/Community Event:**

**Start Date:**

**Completion Date:**

**Location of Project/Promotional/Community Event:**

**Please include the following in your report:**

- Narrative report on the Project/Promotional/Community Event
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance. If the event includes a charitable component, include the donation made.
- Samples of printed marketing and outreach materials (MCDC logo to be included)
- Screen shots of online Promotions (MCDC logo to be included)
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

**Please submit Final Report no later than 30 days following the completion of the Promotional/Community Event to:**

McKinney Community Development Corporation  
5900 S. Lake Forest Blvd., Suite 110  
McKinney, TX 75070

Attn: Cindy Schneible  
[cschneible@mckinneycdc.org](mailto:cschneible@mckinneycdc.org)

| SOURCE                      | AMOUNT     |
|-----------------------------|------------|
| PR (for print, digital, tv) | \$4,000.00 |
| Social Media Ads            | \$3,000.00 |
| Social Media Influencers    | \$3,000.00 |
| Total                       | \$10,000   |

Advertising Budget Details for the \$10,000 Grant



# ABOUT SBG HOSPITALITY

SBG Hospitality is an event production company based in McKinney, TX. Our events are created in partnership with local sponsors and vendors.

Each of our events promote tourism, showcases local businesses, gives back to a local non-profit, and provides FUN experiences for the community! In 2021 SBG donated over \$30k to local nonprofits.

We are a team of 5 and we organize 13-15 events per year mostly in Collin County.

## **Our McKinney Community events include:**

McKinney Wine and Music Festival

McKinney Monster Dash 5k

McKinney St. Patrick's Day Shamrock Run 5K

McKinney Run for the Ros'e 5k

McKinney Sip and Stroll Series in Downtown McKinney



# EVENT DESCRIPTION



The 6th Annual **McKinney Wine & Music Festival** will take place on Saturday, October 15th from 12pm-7pm at Towne Lake Park!

The event brought out 6,500 attendees in 2021. We expect to grow and host 8,500 in 2022 at Towne Lake Park!



The festivities include local musicians, wine tastings, a VIP tent experience, grape stomping, and lots of great shopping. The event partners with over 100 local small business owners giving them an opportunity to showcase their business!

**New this year:** The event will have a food component showcasing McKinney restaurants! Food passes will be available to purchase. The event will showcase 15 of the best McKinney restaurants!



The event is not a charity event but it gives back to local nonprofits! Last year the event donated \$4,150 in total to the non-profits. In 2022 our goal is to increase our donation to \$5,000. Love Life Foundation receives \$1 from every pass sold at the event and The Warriors Keep keeps 100% of the grape stomping competition fees!

Click [HERE](#) to see a video from the 2022 McKinney Wine & Music Festival!

# OBJECTIVES AND GOALS



Our long term objective with this event is to create an annual event that promotes McKinney business, shows McKinney as a FUN destination and attracts visitors to McKinney for years to come! Our goal is to put an emphasis on local McKinney restaurants, wineries and shopping. We'd like to grow the festival and its attendance year over year! So far with the partnership from MCDC we have done just that!



The goal is for the event to be financially independent without the support of the grant. With the current inflation prices on all of our expenses, the grant would play a HUGE role on our marketing for the McKinney community event!

This event has a fantastic presence and reputation of being a fun festival in McKinney, TX! It highlights McKinney as a unique and fun destination. The festival offers local McKinney businesses opportunities to sell their wares and promote their McKinney businesses!



The event puts an emphasis on cultural arts in McKinney, TX and has expanded the music portion of the event, highlighting McKinney as a prime music destination in Texas!

# HOW THE GRANT WOULD BE SPENT:

Social Media Influencers: \$3,000

Social Media Ads: \$3,000

PR: \$4,000

In the past the event has relied on facebook ads and local publications. We think the way to grow the event and for it to get good brand awareness for years to come in DFW is to invest in PR that will get the event listed in publications across DFW and TV spots.

Social media remains the most important form of advertising the event. We would invest \$3,000 towards the social ads and invest \$3,000 to have local influencers promote the McKinney event across their platforms.

Note: Social Media Influencers help not only promote the event but also the community and local McKinney participating businesses that have partnered with the event.



# ADDITIONAL INFORMATION



- The event receives over 10 million impressions that bringing tourism and hotel stays to McKinney! We have learned best practices to get the word out and promote the event effectively with the awarded grant funds.
- The cost of tickets will vary. General Admission to enjoy the live music and festivities without a wine or food pass is only \$10. Wine Tasting passes are \$40 and food passes are \$30.
- Our event expenses are expected to be \$100,000-\$110k and we are requesting \$10,000 to help us afford the advertising necessary to grow the event at its new location of Towne Lake Park! (2nd year!) Our gross revenue is planned to be at \$150k this year.
- We anticipate seeing our expenses increase and fluctuate in 2022. Making the grant more needed than ever!
- Thank you for your consideration! The support from MCDC would be very impactful on the success of the event!

**We plan on making the McKinney community proud with a fantastic McKinney Wine & Music Festival!**





## Texas Franchise Tax Return Summary

For privilege period covering **01/01/21** through **12/31/21**  
**SBG HOSPITALITY LLC** **32062757284**

**Taxable Income**

|                                 |         |  |
|---------------------------------|---------|--|
| Total Revenue                   | 677,983 |  |
| Margin subject to apportionment |         |  |
| Apportionment factor            | 1.0000  |  |
| Margin apportioned to TX        |         |  |
| Allowable deductions            |         |  |
| <b>Taxable margin</b>           |         |  |

**Tax Computation**

|                            |         |             |
|----------------------------|---------|-------------|
| Taxable margin             |         |             |
| Tax rate                   | .007500 |             |
| Tax due before adjustments |         |             |
| Tax credits                |         |             |
| Tax due before discount    | 0.00    |             |
| Discount                   | 0.00    |             |
| <b>Total tax due</b>       |         | <b>0.00</b> |

**Payments/Penalties**

|                                 |  |  |
|---------------------------------|--|--|
| Prior payment                   |  |  |
| Penalty                         |  |  |
| Interest                        |  |  |
| <b>Total payments/penalties</b> |  |  |

**Total tax due and payable** **0.00**

**Refund**

Client Copy

TX 2021 05-102  
Ver. 12.0 (Rev.9-15/33)

### Texas Franchise Tax Public Information Report

To be filed by Corporations, Limited Liability Companies (LLC), Limited Partnerships (LP), Professional Associations (PA) and Financial Institutions

n Tcode 13196

|   |  |                              |                                      |   |  |
|---|--|------------------------------|--------------------------------------|---|--|
| n Taxpayer number<br><b>32062757284</b>               |  | n Report year<br><b>2021</b> |                                      | You have certain rights under Chapter 552 and 559, Government Code, to review, request and correct information we have on file about you. Contact us at 1-800-252-1381. |  |
| Taxpayer name<br><b>SBG HOSPITALITY LLC</b>           |  |                              |                                      | n <input type="checkbox"/> Check box if the mailing address has changed.  |  |
| Mailing address<br><b>7200 W UNIVERSITY SUITE 210</b> |  |                              |                                      | Secretary of State (SOS) file number or Comptroller file number   |  |
| City<br><b>MCKINNEY</b>                               |  | State<br><b>TX</b>           | ZIP code plus 4<br><b>75071-7202</b> | <b>0802639642</b>   |  |

Check box if there are currently no changes from previous year; if no information is displayed, complete the applicable information in Sections A, B and C.

|  |  |
|--|--|
| Principal office<br><b>7200 W UNIVERSITY SUITE 210 MCKINNEY TX 75071-7202</b>            |  |
| Principal place of business<br><b>7200 W UNIVERSITY SUITE 210 MCKINNEY TX 75071-7202</b> |  |

You must report officer, director, member, general partner and manager information as of the date you complete this report.



**Please sign below! This report must be signed to satisfy franchise tax requirements.**

**3206275728421**

**SECTION A** Name, title and mailing address of each officer, director, member, general partner or manager.

|   |                                 |   |                                |
|---|---------------------------------|---|--------------------------------|
| Name<br><b>LAUREN STEPHAN</b>               | Title<br><b>MANAGING MEMBER</b> | Director<br><input checked="" type="checkbox"/> YES | Term expiration<br>m m d d y y |
| Mailing address<br><b>2509 TREMONT BLVD</b> | City<br><b>MCKINNEY</b>         | State<br><b>TX</b>                                  | ZIP Code<br><b>75071-8634</b>  |
| Name  | Title                           | Director<br><input type="checkbox"/> YES            | Term expiration<br>m m d d y y |
| Mailing address                             | City                            | State   | ZIP Code                       |
| Name  | Title                           | Director<br><input type="checkbox"/> YES            | Term expiration<br>m m d d y y |
| Mailing address                             | City                            | State   | ZIP Code                       |

**SECTION B** Enter information for each corporation, LLC, LP, PA or financial institution, if any, in which this entity owns an interest of 10 percent or more.

|   |                    |                               |                         |
|---|--------------------|-------------------------------|-------------------------|
| Name of owned (subsidiary) corporation, LLC, LP, PA or financial institution<br><b>NONE</b> | State of formation | Texas SOS file number, if any | Percentage of ownership |
| Name of owned (subsidiary) corporation, LLC, LP, PA or financial institution                | State of formation | Texas SOS file number, if any | Percentage of ownership |

**SECTION C** Enter information for each corporation, LLC, LP, PA or financial institution, if any, that owns an interest of 10 percent or more in this entity.

|   |                    |                               |                         |
|---|--------------------|-------------------------------|-------------------------|
| Name of owned (parent) corporation, LLC, LP, PA or financial institution<br><b>NONE</b> | State of formation | Texas SOS file number, if any | Percentage of ownership |
|---|--------------------|-------------------------------|-------------------------|

|   |                         |  |                          |
|---|-------------------------|--|--------------------------|
| Registered agent and registered office currently on file (see instructions if you need to make changes) |                         | You must make a filing with the Secretary of State to change registered agent, registered office or general partner information. |                          |
| Agent: <b>LAUREN STEPHAN</b>  |                         |  |                          |
| Office: <b>2509 TREMONT BOULEVARD</b>   | City<br><b>MCKINNEY</b> | State<br><b>TX</b>   | ZIP Code<br><b>75071</b> |

The information on this form is required by Section 171.203 of the Tax Code for each corporation, LLC, LP, PA or financial institution that files a Texas Franchise Tax Report. Use additional sheets for Sections A, B and C, if necessary. The information will be available for public inspection.

I declare that the information in this document and any attachments is true and correct to the best of my knowledge and belief, as of the date below, and that a copy of this report has been mailed to each person named in this report who is an officer, director, member, general partner or manager and who is not currently employed by this or a related corporation, LLC, LP, PA or financial institution.

|  |                                 |                           |   |
|--|---------------------------------|---------------------------|---|
| sign here <input checked="" type="checkbox"/> <input type="checkbox"/> | Title<br><b>MANAGING MEMBER</b> | Date<br><b>08/30/2021</b> | Area code and phone number<br><b>(318) 527-9221</b> |
|--|---------------------------------|---------------------------|---|

**Texas Comptroller Official Use Only**



|                                |                                  |
|--------------------------------|----------------------------------|
| VE/DE <input type="checkbox"/> | PIR IND <input type="checkbox"/> |
|--------------------------------|----------------------------------|

TX 2021 05-163  
Ver. 12.0 (Rev.9-17/9)

**Texas Franchise Tax No Tax Due Report**

nTcode 13255 ANNUAL

The law requires No Tax Due Reports originally due on or after Jan. 1, 2016 to be filed electronically. Filing this paper report means you are requesting, and we are granting, a waiver from the electronic reporting requirement for this report year ONLY.

|   |                              |                               |
|---|------------------------------|-------------------------------|
| n Taxpayer number<br><b>32062757284</b> | n Report year<br><b>2021</b> | Due date<br><b>11/15/2021</b> |
|---|------------------------------|-------------------------------|

|  |                    |                                 |                                      |  |  |
|--|--------------------|---------------------------------|--------------------------------------|--|--|
| Taxpayer name<br><b>SBG HOSPITALITY LLC</b>  |                    |                                 |                                      | Secretary of State file number or Comptroller file number<br><b>0802639642</b> |  |
| Mailing address<br><b>7200 W UNIVERSITY SUITE 210</b>  |                    |                                 |                                      |  |  |
| City<br><b>MCKINNEY</b>  | State<br><b>TX</b> | Country<br><b>UNITED STATES</b> | ZIP code plus 4<br><b>75071-7202</b> | Check box if the address has changed n <input type="checkbox"/>                |  |
| Check box if this is a combined report n <input type="checkbox"/>  |                    |                                 |                                      | NAICS code<br>n <b>711300</b>  |  |
| Check box if Total Revenue is adjusted for Tiered Partnership Election, see instructions. (Note: Upper tiered partnerships do not qualify to use this form.) n <input type="checkbox"/>              |                    |                                 |                                      |  |  |
| Is this entity a corporation, limited liability company, professional association, limited partnership or financial institution? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |                    |                                 |                                      |  |  |

If any of the statements below are true, you qualify to file this **No Tax Due Report**

(Check all boxes that apply.):

1. This entity is a passive entity as defined in Texas Tax Code Sec. 171.0003. (Passive income does NOT include rent.) (See instructions.) 1. n
  2. This entity's annualized total revenue is below the no tax due threshold. 2. n
  3. This entity has zero Texas Gross Receipts. 3. n
  4. This entity is a Real Estate Investment Trust (REIT) that meets the qualifications specified in Texas Tax Code Sec. 171.0002(c)(4). 4. n
  5. This entity is a new veteran-owned business as defined in Texas Tax Code Sec. 171.0005. (Must have formed after Jan. 1, 2016, and must be pre-qualified.) (See instructions.) 5. n
- 6a. Accounting year begin date <sup>m m d d y y</sup> 6a. n
- 6b. Accounting year end date <sup>m m d d y y</sup> 6b. n
7. TOTAL REVENUE (Whole dollars only) 7. n

|   |                           |   |
|---|---------------------------|---|
| Print or type name<br><b>LAUREN STEPHAN</b>   |                           | Area code and phone number<br><b>(318) 664-1772</b>   |
| I declare that the information in this document and any attachments is true and correct to the best of my knowledge and belief. |                           | Mail original to:<br>Texas Comptroller of Public Accounts<br>P.O. Box 149348<br>Austin, TX 78714-9348 |
| sign here }   | Date<br><b>08/30/2021</b> |   |

Instructions for each report year are online at [www.comptroller.texas.gov/taxes/franchise/forms/](http://www.comptroller.texas.gov/taxes/franchise/forms/). If you have any questions, call 1-800-252-1381.

**Texas Comptroller Official Use Only**



|         |                          |
|---------|--------------------------|
| VE/DE   | <input type="checkbox"/> |
| PM Date | <input type="text"/>     |

| Form <b>05-158</b>                 |   | TX Two Year Comparison Worksheet     |                                       | 2021 & 2022        |
|------------------------------------|---|--------------------------------------|---------------------------------------|--------------------|
| Name<br><b>SBG HOSPITALITY LLC</b> |   | SOS file number<br><b>0802639642</b> | Taxpayer number<br><b>32062757284</b> |                    |
|                                    |   | <b>2020/2021</b>                     | <b>2021/2022</b>                      | <b>Differences</b> |
| <b>Revenue</b>                     | Gross receipts or sales                   | <b>876,849</b>                       | <b>636,625</b>                        | <b>-240,224</b>    |
|                                    | Dividends                                 |                                      |                                       |                    |
|                                    | Interest                                  |                                      |                                       |                    |
|                                    | Rents                                     |                                      |                                       |                    |
|                                    | Royalties                                 |                                      |                                       |                    |
|                                    | Gains or losses                           |                                      |                                       |                    |
|                                    | Other income                              | <b>2,825</b>                         | <b>41,358</b>                         | <b>38,533</b>      |
|                                    | <b>Total gross revenue</b>                | <b>879,674</b>                       | <b>677,983</b>                        | <b>-201,691</b>    |
|                                    | Exclusions from gross revenue             |                                      |                                       |                    |
| <b>Total revenue</b>               | <b>879,674</b>                            | <b>677,983</b>                       | <b>-201,691</b>                       |                    |
| <b>Margin</b>                      | Cost of goods sold                        |                                      |                                       |                    |
|                                    | Indirect or administrative overhead costs |                                      |                                       |                    |
|                                    | Other costs                               |                                      |                                       |                    |
|                                    | <b>Total cost of goods sold</b>           |                                      |                                       |                    |
|                                    | Wages and cash compensation               |                                      |                                       |                    |
|                                    | Employee benefits                         |                                      |                                       |                    |
|                                    | Other                                     |                                      |                                       |                    |
|                                    | <b>Total compensation</b>                 |                                      |                                       |                    |
|                                    | Revenue times 70 percent                  |                                      |                                       |                    |
|                                    | Revenue less cost of goods sold           |                                      |                                       |                    |
| Revenue less compensation          |   |                                      |                                       |                    |
| Revenue less \$1 million           |   |                                      |                                       |                    |
| <b>Margin</b>                      |   |                                      |                                       |                    |
| <b>Taxable Margin</b>              | Gross receipts in Texas                   |                                      |                                       |                    |
|                                    | Gross receipts everywhere                 |                                      |                                       |                    |
|                                    | Apportionment factor                      |                                      |                                       |                    |
|                                    | Apportioned margin                        |                                      |                                       |                    |
|                                    | Allowable deductions                      |                                      |                                       |                    |
|                                    | <b>Taxable margin</b>                     |                                      |                                       |                    |
|                                    | Tax rate                                  |                                      |                                       |                    |
|                                    | <b>Tax due on taxable margin</b>          |                                      |                                       |                    |
|                                    | Tax credits                               | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
|                                    | Tax due before discount                   | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
| Discount                           | <b>0.00</b>                               | <b>0.00</b>                          | <b>0.00</b>                           |                    |
| <b>Total tax due</b>               | <b>0.00</b>                               | <b>0.00</b>                          | <b>0.00</b>                           |                    |
| <b>Tax Due and Payable</b>         | Prior payments                            | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
|                                    | Net tax due                               | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
|                                    | Penalty                                   | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
|                                    | Interest                                  | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |
|                                    | <b>Total amount due and payable</b>       | <b>0.00</b>                          | <b>0.00</b>                           | <b>0.00</b>        |

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**Franchise Tax Report, Page 1, Line 15 - Wages and Cash Compensation**

| Description                 | Federal Amount    | Adjustment | TX Amount         |
|-----------------------------|-------------------|------------|-------------------|
| SALARIES AND WAGES          | \$ 118,702        | \$         | \$ 118,702        |
| SCH K ORDINARY BUS INC/LOSS | 201,954           |            | 201,954           |
| SCH K CONTRIBUTIONS         | -27,857           |            | -27,857           |
| LAUREN STEPHAN              | 18,926            |            | 18,926            |
| TOTAL                       | \$ <u>311,725</u> |            | \$ <u>311,725</u> |

**Franchise Tax Report, Page 1, Line 16 - Employee Benefits**

| Description       | Federal Amount  | Adjustment | TX Amount       |
|-------------------|-----------------|------------|-----------------|
| EMPLOYEE BENEFITS | \$ 1,065        | \$         | \$ 1,065        |
| TOTAL             | \$ <u>1,065</u> |            | \$ <u>1,065</u> |

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