

Joe Bonham, President  
Kit Jones, Vice-President  
Terry Gaul, Treasurer  
Nancie Rain, Secretary



Tim Jeffcoat, Director  
Becky Haas, Director  
William Morefield III, Director

# RICHMOND

DEVELOPMENT CORPORATION OF RICHMOND

## PUBLIC NOTICE OF MEETING

A meeting of the Board of Directors of the Development Corporation of Richmond will be held at the Commission Chamber, Richmond City Hall Annex, 600 Morton Street, Richmond, Texas, on the 14<sup>th</sup> day of December 2021 commencing at 6:00 p.m. and

via Video Conference call

(pursuant to Texas Government Code, Section 551.127)

Join Zoom Meeting

<https://us06web.zoom.us/j/88953282516>

Meeting ID: 889 5328 2516

One tap mobile

+13462487799,,88953282516# US (Houston)

+12532158782,,88953282516# US (Tacoma)

Dial by your location

+1 346 248 7799 US (Houston)

+1 253 215 8782 US (Tacoma)

+1 669 900 6833 US (San Jose)

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

+1 929 205 6099 US (New York)

Meeting ID: 889 5328 2516

Find your local number: <https://us06web.zoom.us/j/88953282516>

to consider the following:

**A quorum of the City Commission may be present at this meeting.**

1. Call to Order.
2. Recite the Pledge of Allegiance to the U.S. Flag and Texas Flag.
3. Oath of Office.
4. Public Comments. (Public comment is limited to a maximum of 3 minutes per item. No deliberations with DCR Board. Time may not be given to another speaker.)
5. Review and consider taking action on the minutes of the regular meeting held on November 9, 2021.
6. Public Hearing to receive comments for or against a proposed economic development project to incentivize the location of a hotel/convention center within the environs of the City of Richmond.
7. Review Financial Reports through November 30, 2021.
8. Review and discuss website design.
9. Report of activities of Economic Development Director.
  - A. Bella Media
  - B. Retail Coach
10. Consider taking action on requests for future agenda items.
11. Excuse from Attendance at Regular DCR Meeting.
12. Adjournment

#### **NOTICE OF ASSISTANCE AT THE PUBLIC MEETING**

The Development Corporation of Richmond (DCR) meetings are available to all persons regardless of disability. This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations, should you require special assistance, must be made 48 hours prior to this meeting. Braille is not available. Please contact the City Secretary's office at (281) 342-5456 for needed accommodations.

#### **CERTIFICATE**

I certify that the above notice of meeting was posted on a bulletin board located at a place convenient to the public in the City Hall, Richmond, Texas, on the 10<sup>th</sup> day of December 2021, at \_\_\_\_ a.m./p.m.

\_\_\_\_\_  
Laura Scarlato City Secretary

# 1. Call to Order.



**2. Recite the Pledge of Allegiance to the U.S. Flag and Texas Flag.**



**RICHMOND**  
DEVELOPMENT CORPORATION OF RICHMOND

## **The United States Pledge of Allegiance:**

I pledge allegiance to the Flag of the  
United States of America, and to the  
Republic for which it  
stands, one Nation  
under God, indivisible,  
with liberty and  
justice for all.



## **The Texas Pledge of Allegiance:**

Honor the Texas flag;

I pledge allegiance to

thee, Texas, one state

under God, one and

indivisible.



### 3. Oath of Office.



**4. Public Comments.**  
(Public comment is limited to a maximum of 3 minutes per item. No deliberations with DCR Board. Time may not be given to another speaker.)

5. Review and consider taking action on the minutes of the regular meeting held on November 9, 2021.





STATE OF TEXAS

COUNTY OF FORT BEND

CITY OF RICHMOND

The Development Corporation of Richmond convened in a regular meeting open to the public and pursuant to notice thereof duly given in accordance with Section 501.072, Local Government Code, Vernon's Texas Codes, in Richmond City Hall Annex within said City on November 9, 2021, at 6:00 p.m. Directors in attendance included the following:

President, Joe Bonham  
Secretary, Nancie Rain  
Becky Haas  
William B. Morefield, III  
City Attorney, Gary Smith  
City Secretary, Laura Scarlato

Vice President, Kit Jones - **Absent**  
Treasurer, Terry Gaul  
Verge Greenwood  
Terri Vela, City Manager  
Economic Development Director "ED", Jerry Jones

President Joe Bonham proceeded to call the meeting to order at 6:00 p.m. The meeting was broadcast via video conference call. All members of the public may participate in the meeting and via video conference call.

There was a quorum present.

The Pledge of Allegiance to the U.S. flag and Texas flag were recited.

Agenda item A3, was introduced for public comments. There were no individuals signed up to speak therefore the agenda item was closed.

Agenda item A4, to review and consider taking action on the minutes of the regular meeting held on August 10, 2021. President Bonham asked for changes or discussion regarding the minutes and there were no suggested changes. Director William Morefield made the motion to approve the minutes from the August 10, 2021. Director Nancie Rain seconded the motion, and the vote was unanimous to approve.

Agenda item A5, Review Financial Reports through October 31, 2021. Finance Director Justin Alderete provided a recap of the financials stating growth in sales tax is trending at a 28% increase. Natural growth is 8%. There was no action taken on this item.

Agenda item A6, to review and discuss Accelerator in Richmond. Economic Development Director Jerry Jones presented a presentation titled "Creating a Job Center for Fort Bend County". Statistics reflect that 65% of residents live in Fort Bend County but work in Harris County. Being dependent on Harris County is not best practices for city planning. The space that is being renovated on Myrtle Street was discussed as a potential location with concerns expressed regarding the train noise. No action was required for this item.

Agenda item A7, Review and consider taking action on the Logo and Brand name for the Development Corporation of Richmond. ED Jones stated that all of the legal documents would remain the same but the logo and brand name would be "Develop Richmond" with the bridge being displayed. The future of the bridge was discussed with City Manager Terri Vela commenting that some element of the bridge would be retained in the City. Therefore, the bridge would remain relevant to the city's identity. Director Rain made the motion to approve the Logo and Brand name for the Development Corporation of Richmond as design B on the example provided. Director Terry Gaul seconded the motion. The vote was unanimous to approve.

Agenda item A8, Review and discuss the renovations and improvements to the YMCA. Mr. Jess Stuart, Community Development Director of all the YMCA's located in Fort Bend County provided an exciting and very detailed presentation of the future of the TW Davis Family YMCA located in Richmond. The project budget totals \$14,758,350 and will total 31,285 square feet. The additional amenities that will be provided were presented including a second outdoor pool. The plans for the funding were reviewed by Stuart. There was no action taken at this time.

Agenda item A9. Review and discuss taking action on a mural for Mercy Goods. There was discussion as to the future maintenance of the mural, if permission had been granted from St. John's United Methodist Church that owns the property and future requests for murals should be handled. In March of 2020, \$10,000 was approved for the mural with an estimated cost of \$11,500 being requested at this time. Director Becky Haas made the motion to approve a mural for Mercy Goods not to exceed \$11,500. The motion was seconded by Director William Morefield and the vote was unanimous to approve.

Agenda item A10. Discuss future dates for Workshops.

- A. Economic Development 101 (State facilitated workshop)
- B. Downtown Richmond
- C. Development in Richmond (Attraction/Challenges)
- D. Richmond/Fort Bend/Greater Houston Ecosystem
- E. Retail Development
- F. Understanding Small Business needs
- G. Recognizing Our Partnerships
- H. Parking and Drainage

Regarding A, Director Jones stated the DCR would partner with the state to provide training. There was no further discussion.

Agenda item A11, Report of activities of Economic Development Director.

- A. Bella Media
- B. Retail Coach
- C. Farmers Market

- ❖ ED Jones confirmed that the One Table event was a huge success with 120 tickets being sold. It was indicated that Tiny Boxwoods which is a restaurant in Houston is coming to Jackson St. and 7<sup>th</sup> Street. It will also have the nursery component attached. The DCR had an ad in Edible Houston that was provided by Bella Media that was very nice.
- ❖ Jessica Huang, Farmers Market Manager provided information about the market. The prior week had 400 citizens in attendance. The market would like to maintain 30 vendors but not less than 20. There were two food trucks and Jessica would like to keep the vendors strictly homemade or made in Texas. The ribbon cutting was well attended. Jessica stated consistency is the key to a successful market.

Agenda item A9, Consider taking action on request for future agenda items. There were no suggestions.

Agenda item A13, Excuse from Attendance at Regular DCR Meeting. None to discuss.

Agenda item A14. Adjourn to Executive Session.

Agenda item A15, Adjourn to Executive Session, as authorized by Texas Government Code, Section 551.087, Deliberation Regarding Economic Development Negotiations.

- E1. Project Smokey
- E2. Project Crust
- E3. Project Whale

The meeting adjourned to executive session at 7:45 p.m.  
Director William Morefield left during the executive session.

The Open Meeting reconvened at 8:22 p.m.

It was announced there was no action taken in Executive Session.

There being no further business to come before the Development Corporation of Richmond, President Bonham adjourned the meeting at 8:23 p.m.

APPROVED:

\_\_\_\_\_  
Joe Bonham, President

6. Public Hearing to receive comments for or against a proposed economic development project to incentivize the location of a hotel/convention center within the environs of the City of Richmond.

## NOTICE OF PUBLIC HEARING REGARDING A PROPOSED HOTEL/CONVENTION CENTER PROJECT

The Development Corporation of Richmond will hold a public hearing regarding a proposed economic development project to incentivize the location of a hotel/convention center within the environs of the City of Richmond. Members of the public who wish to present testimony or evidence regarding the proposed hotel/convention center project shall be given an opportunity to do so. The public hearing will be held at the Richmond City Hall Annex, 600 Morton Street, Richmond, Texas 77469 on December 14, 2021 at 6:00 p.m.

At said time and place, all such persons shall have the right to appear and be heard on the proposed economic development project incentivizing the proposed hotel/convention center project.

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# 7. Review Financial Reports through November 30, 2021.



## BALANCE SHEET

AS OF: NOVEMBER 30TH, 2021

## 85 -DEVELOPMENT CORPORATION

## ASSETS

=====

1100	CLAIM ON CASH-DEVELOPMENT CORP	0.00
1101	Combined Securities - DCR	3,852,820.46
1105	CASH IN BANK-DEVELOPMENT CORP	382,586.43
1120	DCR WF - Sweep Accrued Interes	30.75
1200	INVESTMENTS	0.00
1302	SALES TAX RECEIVABLE	371,950.78
1303	OTHER RECEIVABLE	0.00
1370	ACCOUNTS RECEIVABLE - INVOICED	0.00
1500	PREPAID ASSET	0.00
1501	ACCRUED WORKERS COMP	0.00
1502	ACCRUED EXPENSES	0.00
1610	DUE TO (FROM) GENERAL	0.00
1620	DUE TO (FROM) WATER/SEWER	0.00
1621	DUE TO (FROM) METER	0.00
1622	DUE TO/FROM SURFACE WATER	0.00
1623	DUE TO/FROM RIVER PARK WEST	0.00
1625	DUE TO (FROM) CONSTRUCTION II	0.00
1626	DUE TO (FROM) FIRE SERVICE CAP	0.00
1630	DUE TO (FROM) DEBT SERVICE	0.00
1631	DUE TO (FROM) DEBT 1999 SERIES	0.00
1632	DUE TO/FROM DEBT-99 SERIES II	0.00
1640	DUE TO (FROM) WASTEWATER IMPAC	0.00
1650	DUE TO (FROM) WATER IMPACT	0.00
1660	DUE TO (FROM) PARK IMPROVEMENT	0.00
1665	DUE TO (FROM) STATE FUNDS (NARC	0.00
1666	DUE TO (FROM) FEDERAL FUNDS	0.00
1667	DUE TO (FROM) EQUIPMENT GRANT	0.00
1687	DUE TO/FROM SEED	0.00
1688	DUE TO/FROM WEED	0.00
1689	DUE TO/FROM HIGHER EDUCATION	0.00
1690	DUE TO (FROM) CDBG	0.00
1691	DUE TO/FROM TCLEOSE-FIRE	0.00
1692	DUE TO (FROM) COURT TECHNOLOGY	0.00
1693	DUE TO (FROM) COURT SECURITY	0.00
1696	DUE TO (FROM) TCLEOSE-POLICE	0.00
1697	DUE TO/FROM GEN FIXED ASSETS	0.00
1698	DUE TO/FROM DCR CASH/SWEEP	0.00

TOTAL ASSETS

4,607,388.42

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## LIABILITIES

=====

2000	DEVELOPEMENT CORP ACCT PAYABLE	0.00
2014	RETAINAGE PAYABLE	10,052.80
2105	DEFERRED REVENUE	0.00
2140	ACCOUNTS PAYABLE	0.00
2199	DUE TO POOLED CASH	0.00

## BALANCE SHEET

AS OF: NOVEMBER 30TH, 2021

85 -DEVELOPMENT CORPORATION

TOTAL LIABILITIES	<u>10,052.80</u>
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## FUND BALANCE

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2900	UNAPPROPRIATED SURPLUS	5,573,263.83	
2950	TRANSFER TO I & S	0.00	
2999	BALANCING ENTRY	0.00	
	SURPLUS (DEFICIT)	<u>216,088.49</u>	
	TOTAL FUND BALANCE		<u>5,789,352.32</u>
	(WILL CLOSE TO FUND BAL.)	( 1,192,016.70)	

TOTAL LIABILITIES AND FUND BALANCE	<u>4,607,388.42</u>
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\*\*END OF REPORT\*\*



## BALANCE SHEET

AS OF: NOVEMBER 30TH, 2021

## 87 -DCR CAPITAL PROJECTS

## ASSETS

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1100	CLAIM ON CASH-DCR CAPITAL PROJ	1,360,210.15	
1105	CLAIM ON CASH-SEED	0.00	
1300	ACCOUNTS RECEIVABLE	0.00	
1370	ACCOUNTS RECEIVABLE - INVOICED	0.00	
1501	ACCRUED WORKERS COMP	0.00	
1502	ACCRUED EXPENSES	0.00	
1610	DUE TO (FROM) GENERAL	0.00	
1620	DUE TO (FROM) WATER & SEWER	0.00	
1630	DUE TO (FROM) DEBT SERVICE	0.00	
1631	DUE TO/FROM DEBT 1999 SERIES	0.00	
1632	DUE TO/FROM DEBT-99 SERIES II	0.00	
1640	DUE TO (FROM) WASTEWATER IMPAC	0.00	
1650	DUE TO (FROM) WATER IMPACT	0.00	
1660	DUE TO (FROM) PARK IMPROVEMEN	0.00	
1665	DUE TO (FROM) STATE FUNDS	0.00	
1666	DUE TO (FROM) FEDERAL FUNDS	0.00	
1667	DUE TO (FROM) EQUIPMENT GRANT	0.00	
1685	DUE TO (FROM) DEVELOPMENT CORP	0.00	
1688	DUE TO/FROM WEED	0.00	
1689	DUE TO/FROM HIGHER EDUCATION	0.00	
1690	DUE TO (FROM) CDBG	0.00	
1692	DUE TO (FROM) COURT TECHNOLOGY	0.00	
1693	DUE TO (FROM) COURT SECURITY	0.00	
1696	DUE TO (FROM) TECLOSE	0.00	
	TOTAL ASSETS		1,360,210.15

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## LIABILITIES

=====

2100	DEFERRED REVENUE	0.00	
2199	DUE TO POOLED CASH	0.00	
2550	DUE TO GENERAL	0.00	
	TOTAL LIABILITIES		0.00

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## FUND BALANCE

=====

2900	UNAPPROPRIATED SURPLUS	0.00	
2950	OTHER SOURCES/USES	0.00	
2999	BALANCING ENTRY	0.00	
	SURPLUS (DEFICIT)	1,360,210.15	
	TOTAL FUND BALANCE		1,360,210.15

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TOTAL LIABILITIES AND FUND BALANCE

1,360,210.15

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\*\*END OF REPORT\*\*

CITY OF RICHMOND  
REVENUE AND EXPENSE REPORT (UNAUDITED)  
AS OF: NOVEMBER 30TH, 2021

85 -DEVELOPMENT CORPORATION  
FINANCIAL SUMMARY

16.67% OF FISCAL YEAR

	CURRENT BUDGET	CURRENT PERIOD	YEAR-TO-DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<u>REVENUE SUMMARY</u>					
ALL REVENUE	<u>1,707,600.00</u>	<u>204,313.61</u>	<u>372,023.43</u>	<u>21.79</u>	<u>1,335,576.57</u>
TOTAL REVENUES	<u>1,707,600.00</u>	<u>204,313.61</u>	<u>372,023.43</u>	<u>21.79</u>	<u>1,335,576.57</u>
<u>EXPENDITURE SUMMARY</u>					
DEVELOPMENT CORP	<u>2,434,616.00</u>	<u>116,417.21</u>	<u>155,934.94</u>	<u>6.40</u>	<u>2,278,681.06</u>
TOTAL EXPENDITURES	<u>2,434,616.00</u>	<u>116,417.21</u>	<u>155,934.94</u>	<u>6.40</u>	<u>2,278,681.06</u>
REVENUE OVER/ (UNDER) EXPENDITURES	<u>( 727,016.00)</u>	<u>87,896.40</u>	<u>216,088.49</u>	<u>29.72-</u>	<u>( 943,104.49)</u>

CITY OF RICHMOND  
 REVENUE AND EXPENSE REPORT (UNAUDITED)  
 AS OF: NOVEMBER 30TH, 2021

85 -DEVELOPMENT CORPORATION

16.67% OF FISCAL YEAR

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR-TO-DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
3015 SALES TAX REVENUE	1,702,000.00	204,282.88	371,950.78	21.85	1,330,049.22
3055 INTEREST INCOME	600.00	30.73	72.65	12.11	527.35
3060 INTERGOVERNMENTAL	0.00	0.00	0.00	0.00	0.00
3070 OTHER INCOME	<u>5,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>5,000.00</u>
<b>TOTAL REVENUES</b>	<b><u>1,707,600.00</u></b>	<b><u>204,313.61</u></b>	<b><u>372,023.43</u></b>	<b><u>21.79</u></b>	<b><u>1,335,576.57</u></b>

CITY OF RICHMOND  
 REVENUE AND EXPENSE REPORT (UNAUDITED)  
 AS OF: NOVEMBER 30TH, 2021

85 -DEVELOPMENT CORPORATION

16.67% OF FISCAL YEAR

EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR-TO-DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
<b>DEVELOPMENT CORP</b>					
5400-40650 TRAVEL AND TRAINING	13,055.00	0.00	0.00	0.00	13,055.00
5400-40750 OFFICE SUPPLIES	0.00	0.00	0.00	0.00	0.00
5400-40800 POSTAGE	0.00	0.00	0.00	0.00	0.00
5400-41650 PERIODICALS AND MEMBERSHIPS	18,000.00	175.00	175.00	0.97	17,825.00
5400-42000 BUILDING REPAIR AND MAINTENANC	0.00	0.00	0.00	0.00	0.00
5400-42200 LEGAL AND PROFESSIONAL FEES	0.00	0.00	0.00	0.00	0.00
5400-42250 CONTRACTED SERVICES	176,508.00	27,295.00	52,464.46	29.72	124,043.54
5400-42500 ADVERTISING	145,479.00	4,884.32	7,526.98	5.17	137,952.02
5400-42800 TRANSFERS OUT	0.00	0.00	0.00	0.00	0.00
5400-42840 DECREASE IN FMV OF INVESTMENTS	0.00	0.00	0.00	0.00	0.00
5400-42850 MISCELLANEOUS EXPENSE	22,540.00	7.00	7.00	0.03	22,533.00
5400-42870 DONATIONS	0.00	0.00	0.00	0.00	0.00
5400-42900 CAPITAL OUTLAY	0.00	0.00	0.00	0.00	0.00
5400-43000 BOND REDEMPTION	0.00	0.00	0.00	0.00	0.00
5400-43050 INTEREST EXPENSE	0.00	0.00	0.00	0.00	0.00
5400-43051 BANK FEES	5,000.00	0.00	0.00	0.00	5,000.00
5400-43100 AGENCY FEES	0.00	0.00	0.00	0.00	0.00
5400-43150 TRANSER TO OTHER FUNDS	255,150.00	0.00	0.00	0.00	255,150.00
5400-43400 CITY OF RICHMOND REIMB ALLOC	689,384.00	0.00	0.00	0.00	689,384.00
5400-43500 RICHMOND HISTORIC DISTRICT	50,000.00	9,055.89	20,761.50	41.52	29,238.50
5400-43505 GATEWAY/WAYFINDING INVESTMENTS	0.00	0.00	0.00	0.00	0.00
5400-43511 PUBLIC TRANSPORTATION	75,000.00	75,000.00	75,000.00	100.00	0.00
5400-43521 WAYSIDE HORNS	0.00	0.00	0.00	0.00	0.00
5400-43525 TX DOT - 359 OVERPASS	0.00	0.00	0.00	0.00	0.00
5400-43530 TSTC COMMITMENT	100,000.00	0.00	0.00	0.00	100,000.00
5400-43535 LAMAR STREET EXTENSION	0.00	0.00	0.00	0.00	0.00
5400-43536 N. 10TH ST ROW ACQUISITION	0.00	0.00	0.00	0.00	0.00
5400-43537 WESSENDORFF PARK	0.00	0.00	0.00	0.00	0.00
5400-43538 DOWNTOWN IMPROVEMENT GRANT	40,000.00	0.00	0.00	0.00	40,000.00
5400-43539 2ND ST FARMERS MARKET PAVILION	0.00	0.00	0.00	0.00	0.00
5400-43540 RESERVE FOR OPPORTUNITIES	500,000.00	0.00	0.00	0.00	500,000.00
5400-43541 WATER TOWER LIGHTING PROJECT	0.00	0.00	0.00	0.00	0.00
5400-43542 MYRTLE STREET PROJECT	0.00	0.00	0.00	0.00	0.00
5400-43543 SIGNAGE GRANT PROJECT	25,000.00	0.00	0.00	0.00	25,000.00
5400-44251 SALES TAX INCENTIVE AGREEMENTS	5,000.00	0.00	0.00	0.00	5,000.00
5400-44999 SALES TAX RESERVE	314,500.00	0.00	0.00	0.00	314,500.00
<b>TOTAL DEVELOPMENT CORP</b>	<b>2,434,616.00</b>	<b>116,417.21</b>	<b>155,934.94</b>	<b>6.40</b>	<b>2,278,681.06</b>
=====					
<b>TOTAL EXPENDITURES</b>	<b>2,434,616.00</b>	<b>116,417.21</b>	<b>155,934.94</b>	<b>6.40</b>	<b>2,278,681.06</b>

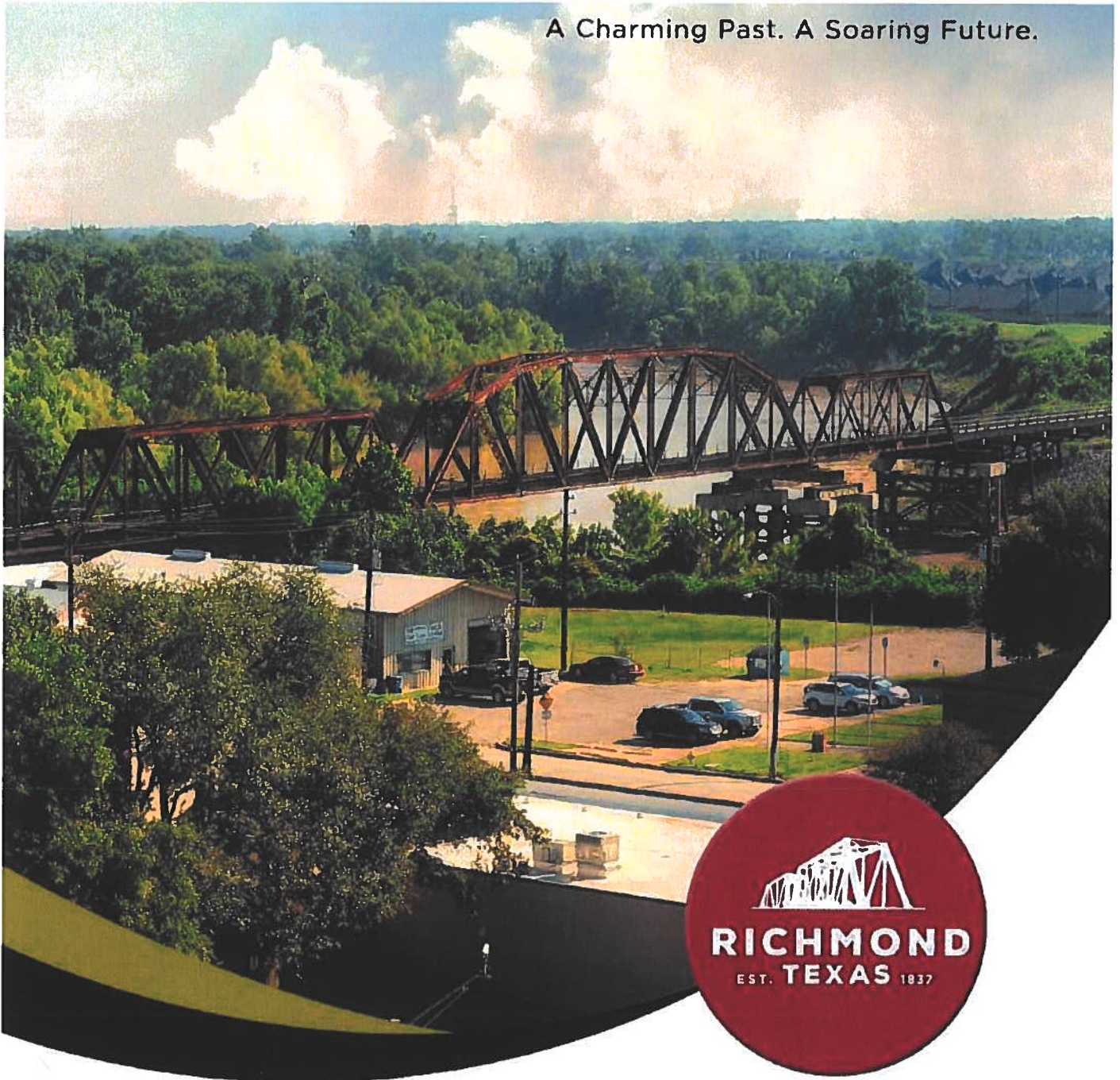
\*\*\* END OF REPORT \*\*\*

**Interim (Unaudited)**  
**DCR Forecast**  
**As of 11/30/2021**

Type	Month	Category	Prior Actuals	Current Actuals	Forecast	Forecast Variance
Revenue	1 - October		137,712	167,710	130,802	36,908
	2 - November	Sales Tax	175,982	204,283	142,460	61,823
		Other	-	-	417	(417)
		Interest	42	31	50	(19)
	<b>2 - November Total</b>			<b>176,025</b>	<b>204,314</b>	<b>142,926</b>
<b>Revenue Total</b>			<b>313,737</b>	<b>372,023</b>	<b>273,729</b>	<b>98,295</b>
Expenditure	1 - October		332,300	39,518	202,885	(163,367)
	2 - November	Supplies	1,400	-	-	-
		Purchased Services	23,645	32,361	31,299	1,063
		Non-Departmental	8,900	9,056	12,500	(3,444)
		Transfers Out	-	-	78,711	(78,711)
		Capital Items/Other	2,872	75,000	53,333	21,667
	Non-Departmental	-	-	27,042	(27,042)	
<b>2 - November Total</b>			<b>36,818</b>	<b>116,417</b>	<b>202,885</b>	<b>(86,467)</b>
<b>Expenditure Total</b>			<b>369,118</b>	<b>155,935</b>	<b>405,769</b>	<b>(249,834)</b>



A Charming Past. A Soaring Future.



**CITY OF RICHMOND, TEXAS**  
**Monthly Sales Tax Analysis**

For the period ending  
November 30, 2021

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**FY2022**



# Sales Tax Analysis

## Summary of Performance

Quarter Label	Net Payment	SPA Collections	City Retained SPA	Gross City Collections	MUD Expense SPA	City Retained	Budget Amount	DCR Retained
<b>Q1</b>								
1 - October	727,363	116,464	59,772	559,695	-56,692	503,004	443,999	167,668
2 - November	902,127	172,691	87,695	697,844	-84,996	612,849	485,301	204,283
<b>Total</b>	<b>1,629,491</b>	<b>289,155</b>	<b>147,467</b>	<b>1,257,540</b>	<b>-141,687</b>	<b>1,115,852</b>	<b>929,299</b>	<b>371,951</b>
<b>Total</b>	<b>1,629,491</b>	<b>289,155</b>	<b>147,467</b>	<b>1,257,540</b>	<b>-141,687</b>	<b>1,115,852</b>	<b>929,299</b>	<b>371,951</b>





# Sales Tax Analysis

## City Sales Tax

Quarter Label	Prior Year Net Payment	Net Payment	YoY Net % Chg	Prior Year City Retained	City Retained	YoY City % Chg	Budget Amount	Actual / Budget (\$)	Actual / Budget (%)
<b>Q1</b>									
1 - October	605,058	727,363	20.21%	413,000	503,004	21.79%	443,999	59,005	13.29%
2 - November	761,170	902,127	18.52%	527,947	612,849	16.08%	485,301	127,548	26.28%
<b>Total</b>	<b>1,366,228</b>	<b>1,629,491</b>	<b>19.27%</b>	<b>940,948</b>	<b>1,115,852</b>	<b>18.59%</b>	<b>929,299</b>	<b>186,553</b>	<b>20.07%</b>
<b>Total</b>	<b>1,366,228</b>	<b>1,629,491</b>	<b>19.27%</b>	<b>940,948</b>	<b>1,115,852</b>	<b>18.59%</b>	<b>929,299</b>	<b>186,553</b>	<b>20.07%</b>

# Sales Tax Analysis

## DCR Sales Tax

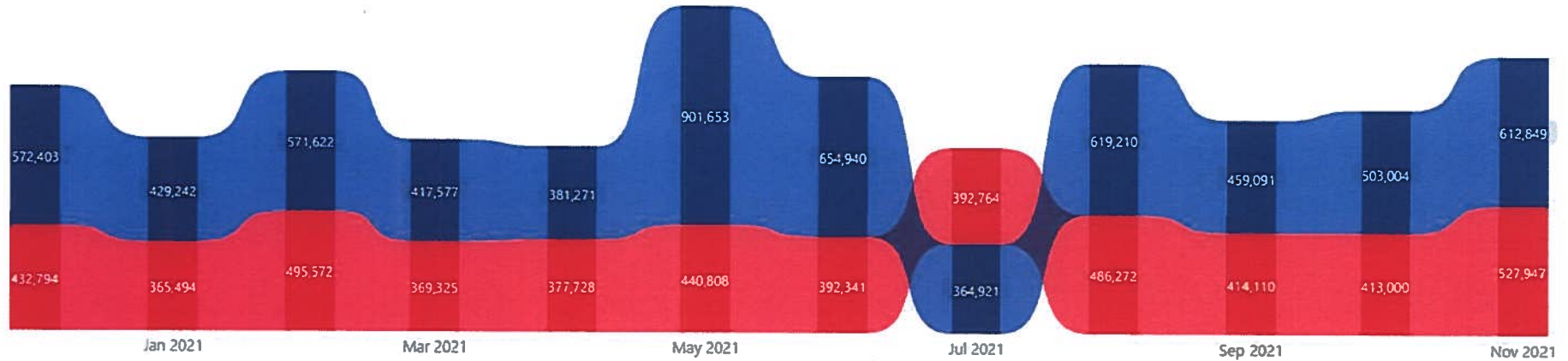
Quarter Label	Prior Year Net Payment	Net Payment	YoY Net % Chg	DCR Prior Retained	DCR Retained	YoY DCR % Chg	DCR Budget	DCR Act/Bud (\$)	DCR Act/Bud (%)
<b>Q1</b>									
1 - October	605,058	727,363	20.21%	137,667	167,668	21.79%	130,336	37,332	28.64%
2 - November	761,170	902,127	18.52%	175,982	204,283	16.08%	142,460	61,823	43.40%
<b>Total</b>	<b>1,366,228</b>	<b>1,629,491</b>	<b>19.27%</b>	<b>313,649</b>	<b>371,951</b>	<b>18.59%</b>	<b>272,795</b>	<b>99,155</b>	<b>36.35%</b>
<b>Total</b>	<b>1,366,228</b>	<b>1,629,491</b>	<b>19.27%</b>	<b>313,649</b>	<b>371,951</b>	<b>18.59%</b>	<b>272,795</b>	<b>99,155</b>	<b>36.35%</b>

# Sales Tax Analysis

## City Performance Graphs

YOY Sales Tax Performance

● Prior Year City Retained ● City Retained



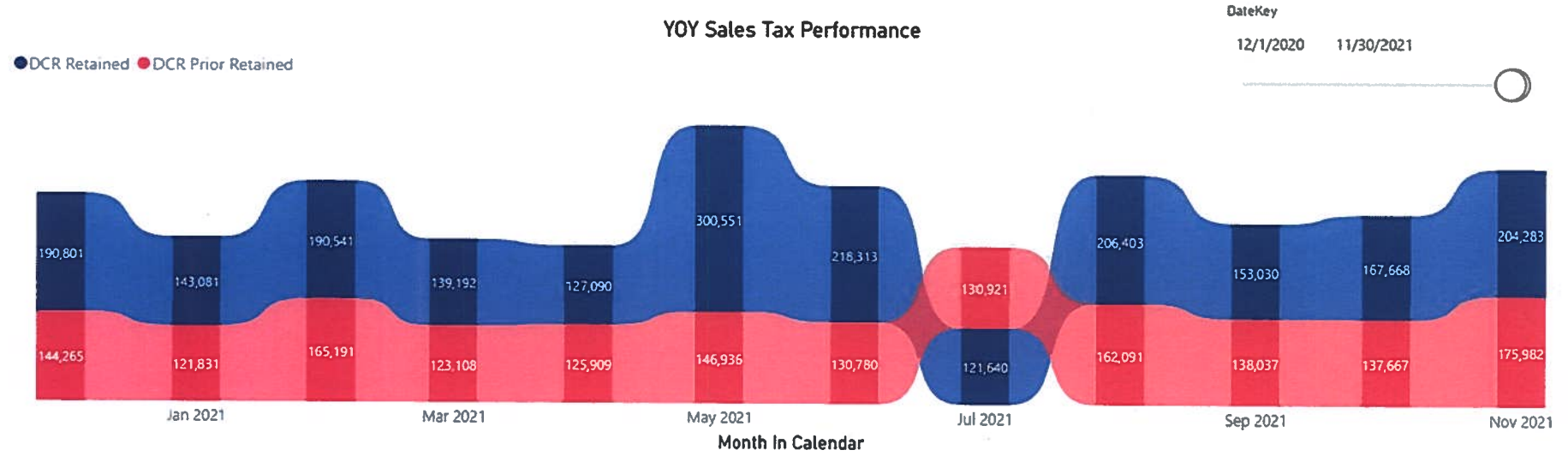
Sales Tax Performance Actual to Budget

● City Retained ● Budget Amount



# Sales Tax Analysis

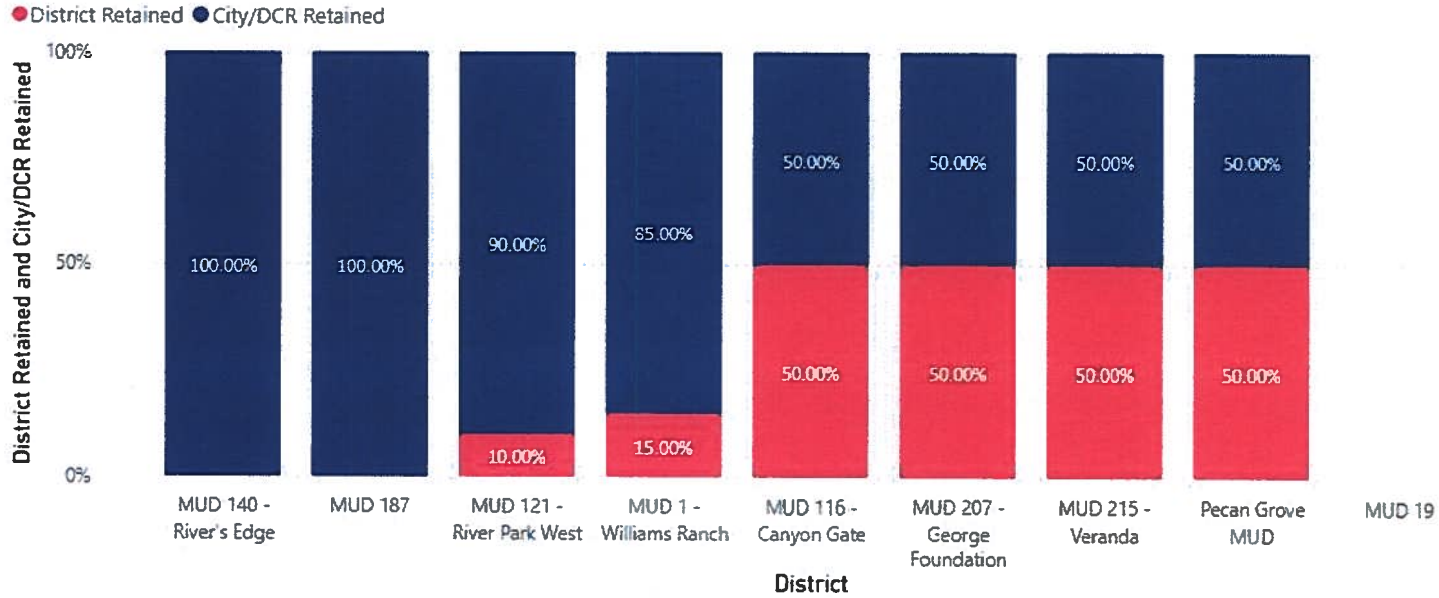
## DCR Historical Performance



# Sales Tax Analysis

## SPA Allocation Agreements Key

District Sales Tax Allocation



**DEVELOPMENT CORPORATION OF RICHMOND  
SALES TAX REVENUE**

<b>GROSS</b> <i>(Includes City &amp; SPAs)</i>		<b>DCR ALLOCATION</b> <i>Actual Income</i>		<b>DCR BUDGET</b> <i>Budgeted Income</i>		<b>Year-to-Date Target to Budget</b> <small>100% = Budget</small>
<b>Total Received</b>	<b>Prior Year % Increase (Decrease) Month to Month</b>	<b>Monthly</b>	<b>Total Received Year-to-Date</b>	<b>Monthly</b>	<b>Total Budget Year-to-Date</b>	

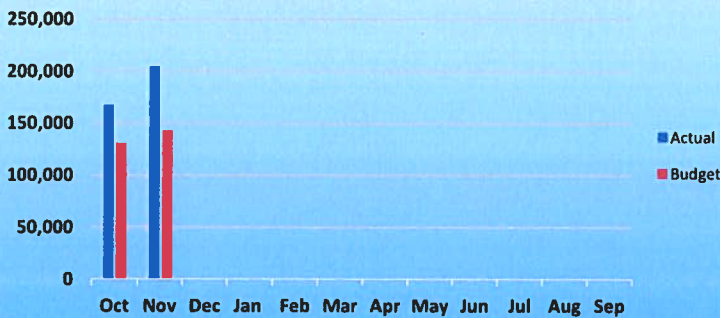
*Fiscal Year 2021*

Oct	605,058	11%	137,667	137,667	128,712	128,712	106.96%
Nov	761,170	21%	175,982	313,649	139,542	268,254	116.92%
Dec	819,687	31%	190,801	504,450	136,615	404,869	124.60%
Jan	625,390	17%	143,081	647,531	126,394	531,263	121.89%
Feb	818,404	15%	190,541	838,071	163,136	694,399	120.69%
Mar	603,792	12%	139,192	977,264	118,084	812,483	120.28%
Apr	561,305	2%	127,090	1,104,354	133,946	946,429	116.69%
May	1,268,117	97%	300,551	1,404,905	147,762	1,094,191	128.40%
Jun	941,234	65%	218,313	1,623,218	135,815	1,230,006	131.97%
Jul	554,166	-5%	121,640	1,744,859	135,173	1,365,179	127.81%
Aug	883,774	25%	206,403	1,951,262	157,655	1,522,834	128.13%
Sep	670,588	12%	153,030	2,104,292	142,166	1,665,000	126.38%

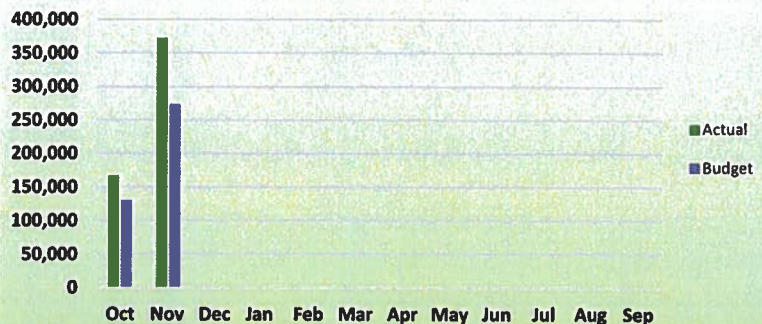
*Fiscal Year 2022*

Oct	727,363	20%	167,668	167,668	130,336	130,336	128.64%
Nov	902,127	19%	204,283	371,951	142,460	272,795	136.35%
Dec	0		0		136,474	409,269	
Jan	0		0		129,107	538,376	
Feb	0		0		165,288	703,663	
Mar	0		0		121,371	825,034	
Apr	0		0		129,371	954,406	
May	0		0		157,165	1,111,570	
Jun	0		0		142,344	1,253,915	
Jul	0		0		141,847	1,395,761	
Aug	0		0		161,753	1,557,514	
Sep	0		0		144,486	1,702,000	

**MONTHLY COLLECTIONS**



**YEAR-TO-DATE COLLECTIONS**



8. Review and discuss website design.



**9. Report of activities  
of Economic  
Development Director.**

**A. Bella Media**

**B. Retail Coach**

**RICHMOND**  
DEVELOPMENT CORPORATION OF RICHMOND





**Economic Development  
Director's Report  
November 2021**

**Detailed Report**



**DEVELOP  
RICHMOND  
TEXAS** EST. 1837

## Regional Partnerships

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- **Attended the Greater Houston Partnership's** Arts, Culture, Tourism and Sports Council lunch session serves as a vital link between businesses and the arts community, creating connections to ensure that our region remains culturally vibrant.  
Speakers:
  - Meg Booth, CEO, Society for the Performing Arts
  - Alison Weaver, Suzanne Deal Booth Executive Director, Moody Center for the Arts, Rice University and President, Houston Museum District Association
- **Attended Fort Bend EDC Board of Directors Meeting.** This meeting added Amazon to the discussion and the Amazon Fulfillment Center of Richmond became the focus of the discussion. They made it quite clear that although they recognize that they are not in our ETJ they embrace Richmond and the greater Fort Bend Community. They originally anticipated hiring 1,500 employees. They are now above 3,000 employees. They center has all the latest equipment and technology. The meeting also highlights the discussion surrounded Supply Chain and how it is affecting our local and global economies.
- **Marvin and I continue to have conversations** and will begin to schedule meetings with our DCR Board members and City Commissioners regarding what we need to look forward to in Austin during the next session.
- **Spoke at the Fort Bend Chambers Leadership Forum** Attended their session on Economic Development at Western Airways. We had a robust discussion on Economic Development in not only Fort Bend County but more detailed within the cities throughout the County. Left meeting with several attendees wanting my contact number and I have visited with one attendee already.
- **Attended Economix 2021** which is a blending of economic development professionals, coming together to stir additional insights and practical tools to enhance work in their respective communities. ECONOMIX is designed for economic developers by economic developers. Plan to mix things up as attendees will add critical ingredients to their personal leadership recipe. And, to add some spice, ECONOMIX will feature over 24 site consultants who are getting deals done and are ready to connect with you. They asked questions like:
  - What is our identity as a city?
  - What do we want Richmond to look like as it pertains to business and industry?
  - What impact does our local educational institutions have on our workforce and businesses?
  - Since we are in the most diverse county in America does the County as well as the City of Richmond have a strong Diversity, Equity, and Inclusion Initiative?

## Local Partnerships

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- **Richmond's Farmers Market** was held on November 5<sup>th</sup> from 3 pm to 7 pm at Wessendorff Park. The Central Fort bend Chamber of Commerce provided a Ribbon Cutting for the Farmers Market and saw one of our better crowds for the market! We continue to hear positive feedback and as we receive constructive criticism, we meet within a week following each market to review and make improvements. Any suggestions are welcomed to assist us in growing the event.
- **Manufacturing Day** was held on November 5<sup>th</sup> at the Richmond Campus for Wharton County Junior College. We had over 350 students participate from Lamar CISD. We are appreciative to Kristin and her staff for their leadership with this initiative. When we can attract interest in jobs within the manufacturing and industrial division it means a sustainable job environment and the future of stable workforce and communities with disposable income.

## **Small Business/Commercial Development**

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- **Attended a Pre-Development Meeting** to discuss the possibility of a Learning Center/School expansion into our community. The project calls for the home currently located to be retrofitted into a school.
- **Attended a Meeting with a Property Owner** who owns property in Downtown Richmond. The status of the property is closed. We continue to speak with them about over a dozen of interested potential tenants who are interested in Downtown Richmond. We continue to reach out to property owners with vacant or noncommercial driven properties downtown in hopes to connect them with potential commercial users.

## **Economic Development Items**

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- **Attended the Economic Development Sales Tax Workshop** in Houston. This is a mandatory workshop and is taught by the Texas Economic Development Council. (Please see the attached documentation.)
- **Myrtle Street Buildout** We continue to meet with PGAL to discuss the needs of the office. We looked and discussed the flow of the office and what spaces we would need for the area. We also spoke of the future of the area next to the space we would use for offices. The Economic Development Department would have 3 spaces. The Directors office, Assistant Directors Office, and the Receptionist area. There will also be 2 spaces for the IT professionals and space for the Mayor and Commissioners.
- **Met with Liz Hamm** Liz and I discussed taking the Be Local Richmond Texas guide and customizing it to a visitor guide for our 3 hotels. This would cut back on the need for us to partner with someone who would have to gather all the information she already has. We would be able to have the publication and/or advertisement in every room in each of our hotels and help with attracting visitors with where to spend their dollars in Richmond.



**Fort Bend Economic  
Development Council**  
1 Fluor Daniel Drive  
Sugar Land, TX 77478

**Board of Directors Meeting**  
**Wednesday, November 10, 2021**  
**7:30 a.m.**  
**Agenda**

Les Newton, Chairman, Presiding

- Minutes of Previous Meeting **Lina Sabouni**  
*Secretary*
- Treasurer's Report **Daniel Wong**  
*Treasurer*
- Development Report **Jack Belt**  
*Executive Vice President*
- TCEQ Wastewater Permit **Steve Robinson**  
*Allen Boone Humphries Robinson, LLP*
- U.S. Supply Chain in Crisis? **Margaret Kidd**  
*Instructional Assistant Professor,  
Supply Chain and Logistics Technology  
UH Sugar Land*
- Other Business

**Monthly Membership Meeting**  
**November 18, 2021**

**Phone** 281-242-0000  
**Website** [www.FortBendCounty.com](http://www.FortBendCounty.com)

**Social Media**  
    #WhyFortBend



**MINUTES**  
**BOARD OF DIRECTORS**  
**Greater Fort Bend Economic Development Council**  
**Wednesday, October 13, 2021**

**THE STATE OF TEXAS     §**  
  **§**  
**COUNTY OF FORT BEND   §**

Les Newton, Chairman, called the meeting to order.

**MINUTES**

Lina Sabouni, Secretary, presented the minutes of the September 8<sup>th</sup> board meeting. After review, Director Joe Zimmerman moved that the minutes be approved as submitted. Director Jay Neal seconded the motion. The motion passed unanimously.

**FINANCIAL REPORT**

Daniel Wong, Treasurer, presented the financials for September 30, 2021. After review, Director Don Burns moved that the financials be approved as submitted. Director Joe Zimmerman seconded the motion, which passed unanimously.

**DEVELOPMENT REPORT**

Jack Belt, Executive Vice President presented to the Directors the updated Development Report. This was for informational purposes only.

**EPICENTER ANNOUNCEMENT**

Commissioner Vincent Morales, FBC Precinct 1 and Kevin Matocha, Stonehenge Holdings, presented to the Board the new 230,000 square foot Epicenter project. The facility will be constructed on a 51.75-acre site near the southwest corner of US 59/ I-69 and State Highway 36 in Rosenberg. The facility will be able to host a variety of event types, including public/consumer shows, graduations, sports and recreation, spectator events, community/civic events, agriculture/livestock/equestrian shows, festivals and fairs, conferences and it will also serve as an operations center and evacuation emergency shelter for hurricanes or other disaster events. The target date to open the Epicenter is June 2023. This was for informational purposes only.

**FEMA RR 2.0 UPDATE**

At this time, Dan Delich, FAIR gave the Directors an update on RR 2.0. This was for informational purposes only.

There being no other business, a motion was made by Director Mike O'Connell to adjourn the meeting and Director Lina Sabouni seconded. All were in favor.

11-7-2021  
Date

  
Lina Sabouni, Secretary

Greater Fort Bend Economic Development Council  
Statement of Assets, Liabilities and Net Assets - Modified Cash Basis  
As of October 31, 2021

ASSETS

<b>Current Assets</b>	
Prosperity Bank 9036 - Private	\$ 204,770.06
Prosperity Bank 3718- Public	169,387.05
Prosperity Bank Marketing Account - 3300	146,472.97
Amegy Bank Money Market	120,506.86
Frost Bank Money Market	75,100.61
Allegiance Bank - Money Market	101,610.20
BBVA Compass CD	99,498.96
BBVA Compass Money Market	153,237.50
Regions Bank - MM - 1099	104,815.82
Community Bank of Texas MMK	98,275.85
Energy Economic Development Committee	1,014,775.97
Spirit of Texas 6794	68,060.10
Accounts Receivable - Marketing	-
Accounts Receivable - Memberships	354,320.33
	<u>354,320.33</u>
<b>Total Current Assets</b>	<u>2,710,832.28</u>
<b>Fixed Assets - At Cost</b>	
Furniture and fixtures	52,199.58
Computer expansion / upgrade	24,175.62
Telephone System	1,896.61
Leasehold improvements	68,386.63
	<u>146,658.44</u>
<b>Less accumulated depreciation</b>	<u>(146,658.44)</u>
<b>Total Fixed Assets - Net</b>	<u>-</u>
<b>Total Assets</b>	<u>\$ 2,710,832.28</u>
<b>Current Liabilities</b>	
Accrued Expenses	\$ 117.00
Payroll taxes payable	3,460.08
Health Insurance Reserve	13,800.00
Contingency Reserve	60,001.56
Deferred Revenue - Energy Economic Development Committee	994,008.67
Deferred Revenue - FB Legislative Briefing	5,600.38
Deferred Revenue - FB Marketing/Operating Program	393,987.38
Deferred Revenue - FB Marketing Program 22-23	17,500.00
Deferred Revenue - BFBMA Reserve	75,329.07
	<u>1,563,804.14</u>
<b>Total Liabilities</b>	<u>1,563,804.14</u>
<u>NET ASSETS</u>	
Investment in fixed assets	-
Unencumbered net assets	1,147,028.14
	<u>1,147,028.14</u>
<b>Total Net Assets</b>	<u>1,147,028.14</u>
<b>Total Liabilities and Net Assets</b>	<u>\$ 2,710,832.28</u>

Greater Fort Bend Economic Development Council  
Statement of Revenue and Expenses - Historical and Budgeted - Modified Cash Basis and Changes in Net Assets  
For the one month and four months ended October 31, 2021

	This Period Actual	This Period Budget	This Period Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Variance	Annual Budget
<b>OPERATING INCOME</b>							
<b>REVENUES</b>							
Present Memberships	\$ 106,000.00	\$ 104,000.00	\$ 2,000.00	\$ 462,500.00	\$ 460,500.00	\$ 2,000.00	\$ 1,041,500.00
New Memberships	-	6,000.00	(6,000.00)	12,000.00	26,000.00	(14,000.00)	60,000.00
FBFMC Memberships	10,500.00	-	10,500.00	23,500.00	-	23,500.00	60,000.00
Upgraded Membership	1,000.00	-	1,000.00	2,000.00	-	2,000.00	-
Dropped Membership	(2,500.00)	(6,000.00)	3,500.00	(8,500.00)	(16,000.00)	7,500.00	(48,000.00)
<b>NET MEMBERSHIP REVENUE</b>	<b>115,000.00</b>	<b>104,000.00</b>	<b>11,000.00</b>	<b>491,500.00</b>	<b>470,500.00</b>	<b>21,000.00</b>	<b>1,113,500.00</b>
Interest Income	222.29	250.00	(27.71)	727.09	1,000.00	(272.91)	3,000.00
Sublease Rents	2,000.00	2,288.00	(288.00)	8,000.00	9,152.00	(1,152.00)	25,152.00
<b>TOTAL OPERATING REVENUE</b>	<b>117,222.29</b>	<b>106,538.00</b>	<b>10,684.29</b>	<b>500,227.09</b>	<b>480,652.00</b>	<b>19,575.09</b>	<b>1,141,652.00</b>
<b>OPERATING EXPENSES</b>							
<b>PERSONNEL</b>							
Auto Reimbursement	708.33	710.00	(1.67)	2,833.32	2,840.00	(6.68)	8,500.00
General Expense	1,250.00	1,250.00	-	5,000.00	5,000.00	-	15,000.00
Life Insurance	-	-	-	-	-	-	6,000.00
Employee Benefits - Pension	-	-	-	-	-	-	80,000.00
Health Insurance	5,175.80	5,415.00	(239.20)	20,703.20	21,660.00	(956.80)	64,940.00
Workers Compensation Insurance	-	-	-	-	-	-	560.00
ADD Insurance	32.80	33.33	(0.53)	131.20	133.34	(2.14)	400.00
Salaries	47,158.32	47,160.00	(1.68)	188,633.28	188,640.00	(6.72)	565,900.00
Payroll Taxes	2,388.41	3,335.00	(946.59)	9,620.78	13,340.00	(3,719.22)	40,000.00
Health Savings Account	7.50	7.50	-	30.00	30.00	-	90.00
Bonus Pool	-	-	-	-	-	-	80,000.00
<b>TOTAL PERSONNEL</b>	<b>56,721.16</b>	<b>57,910.83</b>	<b>(1,189.67)</b>	<b>226,951.78</b>	<b>231,643.34</b>	<b>(4,691.56)</b>	<b>861,390.00</b>
<b>GENERAL &amp; ADMINISTRATIVE</b>							
Professional Fees	-	-	-	506.25	550.00	(43.75)	5,600.00
Property Taxes	-	-	-	-	-	-	620.00
Insurance Coverage	-	-	-	-	-	-	6,600.00
Credit card fees	70.15	200.00	(129.85)	1,392.78	1,100.00	292.78	3,200.00
Bank Charges	7.50	100.00	(92.50)	58.98	200.00	(141.02)	900.00
Computer Maintenance	258.69	300.00	(41.31)	1,170.90	600.00	570.90	3,500.00
Equipment Leases	17.95	25.00	(7.05)	220.71	100.00	120.71	300.00
Internet Svc, Web Hosting & T-One	-	250.00	(250.00)	-	1,000.00	(1,000.00)	3,000.00
Office Supplies	295.40	350.00	(54.60)	1,197.70	1,400.00	(202.30)	3,900.00
Postage and Delivery	-	100.00	(100.00)	163.29	300.00	(136.71)	700.00
Rent	5,746.57	5,750.00	(3.43)	22,986.28	23,000.00	(13.72)	69,000.00
Telephone	1,834.51	1,900.00	(65.49)	7,286.15	7,600.00	(313.85)	22,800.00
Accounting	2,200.00	2,000.00	200.00	8,200.00	8,000.00	200.00	24,000.00
<b>TOTAL GENERAL &amp; ADMINISTRATIVE</b>	<b>10,430.77</b>	<b>10,975.00</b>	<b>(544.23)</b>	<b>43,183.04</b>	<b>43,850.00</b>	<b>(666.96)</b>	<b>144,120.00</b>

See Accountants' Compilation Reports

Greater Fort Bend Economic Development Council  
Statement of Revenue and Expenses - Historical and Budgeted - Modified Cash Basis and Changes in Net Assets  
For the one month and four months ended October 31, 2021

<b>DEVELOPMENT</b>							
GIS Web Development & Maintenance	150.00	-	150.00	600.00	1,000.00	(400.00)	3,000.00
Research	388.76	0.00	388.76	10,515.28	8,000.00	2,515.28	10,000.00
Conferences	228.00	500.00	(272.00)	2,932.00	1,000.00	1,932.00	2,800.00
Development	260.93	750.00	(489.07)	569.29	3,000.00	(2,430.71)	9,262.00
Assoc Dues/Allies/Prospecting	1,364.45	2,815.00	(1,450.55)	8,392.80	11,560.00	(3,167.20)	36,080.00
Travel and Mileage	184.43	800.00	(615.57)	800.72	1,200.00	(399.28)	4,300.00
<b>TOTAL DEVELOPMENT</b>	<u>2,576.57</u>	<u>4,865.00</u>	<u>(2,288.43)</u>	<u>23,810.09</u>	<u>25,760.00</u>	<u>(1,949.91)</u>	<u>65,442.00</u>
<b>MISCELLANEOUS</b>							
Meetings & Televised Services	401.50	300.00	101.50	2,640.34	1,200.00	1,440.34	3,600.00
Membership Development	252.59	300.00	(47.41)	1,698.26	1,200.00	498.26	3,600.00
<b>Total MISCELLANEOUS</b>	<u>654.09</u>	<u>600.00</u>	<u>54.09</u>	<u>4,338.60</u>	<u>2,400.00</u>	<u>1,938.60</u>	<u>7,200.00</u>
<b>TOTAL OPERATING EXPENSES</b>	<u>70,382.59</u>	<u>74,350.83</u>	<u>(3,968.24)</u>	<u>298,283.51</u>	<u>303,653.34</u>	<u>(5,369.83)</u>	<u>1,078,152.00</u>
<b>OPERATING NET INCOME (LOSS)</b>	<u>46,839.70</u>	<u>32,187.17</u>	<u>14,652.53</u>	<u>201,943.58</u>	<u>176,998.66</u>	<u>24,944.92</u>	<u>63,500.00</u>
<b>SPECIAL ACTIONS - REVENUE</b>							
FBFM Committee	8,044.22	-	8,044.22	49,332.96	-	49,332.96	65,000.00
FBC Marketing Program	13,038.32	35,000.00	(21,961.68)	60,203.27	70,000.00	(9,796.73)	200,000.00
<b>TOTAL SPECIAL ACTIONS - REVENUE</b>	<u>21,082.54</u>	<u>35,000.00</u>	<u>(13,917.46)</u>	<u>109,536.23</u>	<u>70,000.00</u>	<u>39,536.23</u>	<u>265,000.00</u>
<b>SPECIAL ACTIONS - EXPENSE</b>							
FBFM Committee	8,044.22	-	8,044.22	49,332.96	-	49,332.96	65,000.00
Houston Stronger	-	-	-	-	-	-	2,000.00
FBC Marketing Program	13,038.32	35,000.00	(21,961.68)	60,203.27	70,000.00	(9,796.73)	200,000.00
Highway 36A	-	-	-	-	-	-	1,500.00
<b>TOTAL SPECIAL ACTIONS - EXPENSE</b>	<u>21,082.54</u>	<u>35,000.00</u>	<u>(13,917.46)</u>	<u>109,536.23</u>	<u>70,000.00</u>	<u>39,536.23</u>	<u>268,500.00</u>
<b>SPECIAL ACTIONS NET INCOME (LOSS)</b>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(3,500.00)</u>
<b>Increase(Decrease) in net assets</b>	<u>46,839.70</u>	<u>\$ 32,187.17</u>	<u>\$ 14,652.53</u>	<u>201,943.58</u>	<u>\$ 176,998.66</u>	<u>\$ 24,944.92</u>	<u>\$ 60,000.00</u>
<b>BEGINNING NET ASSETS</b>	<u>\$ 1,100,188.44</u>			<u>939,668.70</u>			
<b>Prior Period Adjustment</b>				<u>5,415.86</u>			
<b>ENDING NET ASSETS</b>	<u>\$ 1,147,028.14</u>			<u>\$ 1,147,028.14</u>			

See Accountants' Compilation Reports



# ECONOMIX

# agenda

## wednesday, december 2

- 11:00 am **ECONOMIX - Goes Live!**
- Grit: Team Culture Tools for High Pressure Teams*
- Jon Gordon, author, team culture thought-leader
- What's Really Happening with Deal Flow Right Now?*
- John Longshore, Global Location Strategies
  - Chris Schwinden, Site Selection Group
- 12:15 pm **Break**
- 12:25 pm *Unlocking the Power of LinkedIn to Increase Your Community's Competitiveness*
- Sangeeta Hardy, LinkedIn Talent Solutions Advisor
- Early Signs of the "New Burnout"*  
Carey Nieuwhof, best-selling author + consultant
- Peer Circle Breakout Discussion**
1. *Future of Incentives* - Rachel Rohn, Site Selection Group
  2. *Managing Your Career* - Rod Miller, Invest Puerto Rico
  3. *Competing as a Rural Community* - Gilberto Salinas, Kerr Economic Development Corporation
  4. *What the Data Says* - Christine Chmura, Chmura
- 2:00 pm **Debrief + Wrap-Up**

## thursday, december 3

- 11:00 am **ECONOMIX Goes Live!**
- Practical Leadership Tools*
- Ron Kitchens, Consultant Connect
- Keys to Unlocking Your Reputation of Excellence*
- Horst Schulze, author & former Ritz Carlton President
- How the Small Business Is Reinventing Itself*
- Vivian Howard, chef, author & television host
- Consultant's React to the Wall Street Journal's "The Truth About Remote Working"*
- Amy Gerber, Cushman & Wakefield
  - Alan Reeves, Newmark Knight Frank
- 12:50 pm **Break**
- 1:00 pm *The Working Genius: How High-Performance Teams are Retaining Talent Right Now*
- Patrick Lencioni, author + team dynamics thought leader
- Peer Circle Breakout Discussion**
1. *How Will Suburbs & Rural Communities Compete for Big City Jobs?* - Kim Moore, Newmark Knight Frank
  2. *Site Selection from a Corporate Real Estate Perspective* - Lee Utke, former Whirlpool Global Real Estate Director
  3. *Creating a "Slam Dunk" Virtual Site Consultant Event* - Aimee Ridick, Upstate Alliance
  4. *Future of Lead Generation* - Steve Jast, Gazelle.ai
- 2:00 pm **Debrief + Wrap-Up**

## friday, december 4

- 11:00 am **ECONOMIX - Goes Live!**
- How to Regain Your "Beginner's Mindset"*
- Liz Forkin Bohannon, business + social entrepreneur
- What You Need to Know About Marketing to Site Consultants in 2021*
- Minah Hall, Compass Key Site Solutions
  - Jeff Pappas, ESRP
- 12:15 pm **Break**
- 12:25 pm *How Politics And The Media Can Impact Your Communities Ability To Retain And Attract Business*
- Scott Kupperman, Kupperman Location Solutions
  - Chris Schastok, CBRE
- What Every Leader Needs to Know About Selfcare Versus Selfish Leadership*
- Jon Acuff, brand storyteller + expert pivoter
- Peer Circle Breakout Discussion**
1. *Non Traditional Revenue Streams* - David Rumbarger, Community Development Foundation of Tupelo, Ron Kitchens, Consultant Connect
  2. *Institutional Memory: Is your organization prepared for more twists, turns and staffing changes on the horizon?* - Kate McEnroe, Kate McEnroe Consulting
  3. *Stakeholder Engagement After A Wild Political Season* - Gray Swoope, VisionFirst Advisors
- 2:00 pm **Debrief + Wrap-Up**

## Consultant Office Hours

One office hour session per ticket holder. 8 consultants per office hours session. Consultants to be announced.

### Tuesday, December 8, 2020

- Session #1 | 10:00 am - 12:00 pm
- Session #2 | 1:00 pm - 3:00 pm

### Wednesday, December 9, 2020

- Session #3 | 10:00 am - 12:00 pm
- Session #4 | 1:00 pm - 3:00 pm

### Thursday, December 10, 2020

- Session #5 | 10:00 am - 12:00 pm
- Session #6 | 1:00 pm - 3:00 pm

# MANUFACTURING DAY 2021

Friday, November 5, 2021 | 9:00 am - 2:00 pm  
Wharton County Junior College  
5333 FM 1640 | Richmond

Presented By



## Manufacturing Day Event Schedule

**9:00 AM** Lamar Consolidated HS, Terry HS, Foster HS Students Arrive

**9:15 AM - 10:00 AM** Group Rotation

- Panel Discussion
- Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Tour 2 = PTAC Classroom Simulation
- Vendor Tables & Computer Science Demonstration in Room 143

**Rotation Times (Morning Groups) - LCHS, THS, FHS (Broken up into 4 Groups of 50)**

- **9:15-9:45 AM**
  - Group 1: Panel Discussion
  - Group 2: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
  - Group 3: Tour 2 = PTAC Classroom Simulation
  - Group 4: Vendor Tables & Computer Science Demonstration in Room 143
- **9:50-10:20 AM**
  - Group 4: Panel Discussion
  - Group 1: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
  - Group 2: Tour 2 = PTAC Classroom Simulation
  - Group 3: Vendor Tables & Computer Science Demonstration in Room 143
- **10:25-10:55 AM**
  - Group 3: Panel Discussion
  - Group 4: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
  - Group 1: Tour 2 = PTAC Classroom Simulation
  - Group 2: Vendor Tables & Computer Science Demonstration in Room 143
- **11:00-11:30 AM**
  - Group 2: Panel Discussion

- Group 3: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Group 4: Tour 2 = PTAC Classroom Simulation
- Group 1: Vendor Tables & Computer Science Demonstration in Room 143

- **11:35 AM (Lunch) - Groups 1-4**

- **12:35 - Manufacturing Day concludes for Groups 1-4**

**Rotation Times (Afternoon Groups) - GRHS, CFHS, TRHS (Broken up into 4 Groups of 50)**

- **11:00 AM (Lunch)** - Groups will go directly to the WCJC Courtyard

- **12:00-12:30 PM**

- Group 5: Panel Discussion
- Group 6: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Group 7: Tour 2 = PTAC Classroom Simulation
- Group 8: Vendor Tables & Computer Science Demonstration in Room 143

- **12:35-1:05 PM**

- Group 8: Panel Discussion
- Group 5: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Group 6: Tour 2 = PTAC Classroom Simulation
- Group 7: Vendor Tables & Computer Science Demonstration in Room 143

- **1:10-1:40 PM**

- Group 7: Panel Discussion
- Group 8: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Group 5: Tour 2 = PTAC Classroom Simulation
- Group 6: Vendor Tables & Computer Science Demonstration in Room 143

- **1:45-2:15 PM**

- Group 6: Panel Discussion
- Group 7: Tour 1 = EMS/Cosmetology & Outdoor/Backroom Skids
- Group 8: Tour 2 = PTAC Classroom Simulation
- Group 5: Vendor Tables & Computer Science Demonstration in Room 143



TEXAS ECONOMIC DEVELOPMENT COUNCIL

**CERTIFICATE *of* COURSE COMPLETION**  
**Open Meetings Act**

**Jerry W Jones Jr.**

is hereby recognized as having successfully completed a course of training on the Texas Open Meetings Act, as presented by Jeff Moore, at an Economic Development Sales Tax Workshop. Completion satisfies the legal requirements of Government Code, Section 551.005.

**Certificate is issued effective this 5th day of November, 2021.**

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Carlton Schwab  
President/CEO

*NOTICE TO CERTIFICATE HOLDER: You are responsible for the safekeeping of this document as evidence that you have completed this open government training course. The Texas Workforce Commission does not maintain a record of course completion for you and is unable to issue duplicate certificates. Government Code Section 551.005(c) requires the governmental body with which you serve to maintain this Certificate of Course Completion and make it available for public inspection.*



TEXAS ECONOMIC DEVELOPMENT COUNCIL

## CERTIFICATE *of* COURSE COMPLETION Public Information Act

**Jerry W Jones Jr.**

is hereby recognized as having successfully completed a course of training on the Texas Public Information Act, as presented by Tamara Smith of the Texas Attorney General's Office, at an Economic Development Sales Tax Workshop. Completion satisfies the legal requirements of Government Code, Section 552.012.

**Certificate is issued effective this 5<sup>th</sup> day of November, 2021.**

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Carlton Schwab  
President/CEO

*NOTICE TO CERTIFICATE HOLDER: You are responsible for the safekeeping of this document as evidence that you have completed this open government training course. The Texas Workforce Commission does not maintain a record of course completion for you and is unable to issue duplicate certificates. Government Code Section 552.012(c) requires the governmental body with which you serve to maintain this Certificate of Course Completion and make it available for public inspection.*

10. Consider taking  
action on requests for  
future agenda items.



# 11. Excuse from Attendance at Regular DCR Meeting.



# 12. Adjournment

