

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 11th day of January 2022 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/85908860647>

Meeting ID: 859 0886 0647

One tap mobile

+13462487799,,85908860647# US (Houston)

+16699006833,,85908860647# US (San Jose)

Dial by your location

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+1 669 900 6833 US (San Jose)

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+1 929 205 6099 US (New York)

+1 301 715 8592 US (Washington DC)

+1 312 626 6799 US (Chicago)

Meeting ID: 859 0886 0647

Find your local number: <https://us06web.zoom.us/j/85908860647>

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. 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.)
4. Review and consider taking action on the minutes of the regular meeting held on December 14, 2021.
5. 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.
6. Review Financial Reports through December 31, 2021.
7. Review and discuss presentation on the Annual report for Fort Bend Transit Initiative as it relates to the City of Richmond.
8. Report of activities of Economic Development Director.
9. Review and Consider taking action on requests for funds toward the Born in the Bend with Aim & EM.
10. Review and Consider a Marketing and Branding strategy for the City and Economic Development Department.
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 7th day of January 2022, at ____ a.m./p.m.

Laura Scarlato City Secretary

1. Call to Order.



RICHMOND
DEVELOPMENT CORPORATION OF RICHMOND

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. 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.)

4. Review and consider taking action on the minutes of the regular meeting held on December 14, 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 December 14, 2021, at 6:00 p.m. Directors in attendance included the following:

President, Joe Bonham	Vice President, Kit Jones
Secretary, Nancie Rain - Absent	Treasurer, Terry Gaul
Becky Haas	Tim Jeffcoat
William B. Morefield, III	Terri Vela, City Manager
City Attorney, Gary Smith	Economic Development Director "ED", Jerry Jones
City Secretary, Laura Scarlato - Absent	

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. Oath of Office, Tim Jeffcoat was sworn in as a new Director by Director Becky Haas who is also the Mayor of Richmond.

Agenda item A4, Public comments. There were no individuals signed up to speak therefore the agenda item was closed.

Agenda item A5, Review and consider taking action on the minutes of the regular meeting held on November 9, 2021. President Bonham asked for changes or discussion regarding the minutes.

- Director Gaul inquired if it was correct that the minutes state the meeting is "broadcast via video conference call. All members of the public may participate in the meeting and via video conference call". City Manager Terri Vela stated that statement is correct.

- Director Gaul suggested the minutes reflect that Jess Stuart, Community Development Director expressed the expectation of a financial commitment from the City for the YMCA renovation and improvement project. City Manager Vela stated a formal proposal will be submitted to the City however, that can be included. Director Gaul made the motion to amend the language to include the expectation of financial commitment in the minutes with Director Morefield seconding the motion. All were in favor.
- Director Gaul requested a clarification of the establishment that is locating to Richmond at Jackson and 7th Street is not Tiny Boxwoods but an operation that is similar in comparison. Director Gaul made the motion to amend the minutes to reflect the correction. Director Morefield seconded the motion, and the vote was unanimous to approve.

Director Morefield made the motion to approve the minutes as amended from the November 9, 2021. Director Gaul seconded the motion, and the vote was unanimous to approve.

Agenda item A6, Public Hearing to receive comments for or against a proposed economic development project to incentivize the locate of a hotel/convention center within the environs of the City of Richmond. There were no citizens signed up to speak therefore the agenda item was closed.

Agenda item A7, Review Financial Reports through November 30, 2021. Finance Director Justin Alderete provided a recap of the financials stating there were two balance sheets included in the packet, one for Operations and the other for Capital Projects. The current actuals reflect \$372,023 in total revenue and \$155,935 in total expenditures. The sales tax was discussed stating they were higher than expected. No action was needed for this item, the item was closed.

Agenda item A8, Review and discuss website design. Economic Development Director Jerry Jones gave a presentation of the new website design. Some of the tabs included, Why Richmond, Site Selection, Local Data, Site Map, Business Assistance and About Us. Within those categories other tabs were presented in the drop-down menu such as Quality of Life and Major Employers. The website is expected to be completed in three to four months. No action was required; therefore, the agenda item was closed.

Agenda item A9, Report of activities of Economic Development Director.

- A. Bella Media
- B. Retail Coach

ED Director Jerry Jones provided the highlights of the activities for the month.

- Fort Bend EDC Board of Directors Meeting with the focus on the Amazon Fulfillment Center and the anticipated hiring of 1,500 employees grew to 3,000 employees.
- Attended Economix 2021 which focused on enhancing work in in communities.
- Manufacturing Day was held at WCJC where over 350 students participated from Lamar CISD.
- Robert Harrington and Scott Hescht with Bella Media joined the meeting via zoom discussing future plans for the website. There are plans to feature individual departments and local businesses. Over the past six months, approximately one hundred different posts have been featured on social media.

- Cary Eviritt, recruitment coordinator for Retail Coach joined the meeting via Zoom. The Retail Coach has been attending conferences and meeting with brokers. In both instances on behalf of the City of Richmond. They have been actively recruiting thirty to forty businesses.

Agenda item A10, Consider taking action on requests for future agenda items.

Director Gaul mentioned the policy for murals in the City. City Manager Vela stated the policy is being developed however, several nuances have developed such as the church and others. It was stated a funding policy and guidelines are needed and should be in general not specific to Mercy Goods.

Agenda item A11, Excuse from Attendance at Regular DCR Meeting. None to discuss.

There being no further business to come before the Development Corporation of Richmond, President Bonham adjourned the meeting at 6:50 p.m.

APPROVED:

Joe Bonham, President

ATTEST:

Laura Scarlato, City Secretary

5. 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.

RICHMOND
DEVELOPMENT CORPORATION OF RICHMOND

RESOLUTION NO. 395-2021

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF RICHMOND, TEXAS, AUTHORIZING THE EXPENDITURE OF FUNDS BY THE DEVELOPMENT CORPORATION OF RICHMOND FOR A FEASIBILITY STUDY FOR A HOTEL/CONVENTION CENTER PROJECT; AND ESTABLISHING AN EFFECTIVE DATE.

Section 505.158, Texas Local Government Code requires the City Commission to consider a resolution on a project proposed by the Development Corporation of Richmond under the Section.

Section 505.159, Texas Local Government Code requires the Development Corporation of Richmond to conduct a public hearing on a project authorized under Section 505.158, which public hearing was held by the Development Corporation of Richmond at its meeting held in December 2021.

The Development Corporation of Richmond has forwarded its recommendation to fund a feasibility study for a Hotel/Convention Center Project, **Now, Therefore,**

BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF RICHMOND, TEXAS:

Section 1. That the findings and recitations in the Preamble to this resolution are found to be true and correct.

Section 2. The City Commission does hereby authorize the feasibility study for a Hotel/Convention Center Project for the Development Corporation of Richmond.

Section 3. *Effective date.* This resolution shall be effective upon its approval and adoption on its second and final reading.

APPROVED on the first reading this the 20th day of December, 2021.

PASSED AND APPROVED on the second and final reading this the ___th day of _____, 2022.

Rebecca K. Haas, Mayor

ATTEST:

APPROVED AS TO FORM:

Laura Scarlato, City Secretary

Gary W. Smith, City Attorney

6. Review Financial Reports through December 31, 2021.



RICHMOND
DEVELOPMENT CORPORATION OF RICHMOND

BALANCE SHEET

AS OF: DECEMBER 31ST, 2021

85 -DEVELOPMENT CORPORATION

ASSETS

=====

1100	CLAIM ON CASH-DEVELOPMENT CORP	0.00
1101	Combined Securities - DCR	3,758,527.45
1105	CASH IN BANK-DEVELOPMENT CORP	457,465.93
1120	DCR WF - Sweep Accrued Interes	50.42
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

4,587,994.58

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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	260,291.23
2199	DUE TO POOLED CASH	0.00

BALANCE SHEET

AS OF: DECEMBER 31ST, 2021

85 -DEVELOPMENT CORPORATION

TOTAL LIABILITIES 270,344.03

FUND BALANCE

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2900	UNAAPPROPRIATED SURPLUS	4,381,247.13	
2950	TRANSFER TO I & S	0.00	
2999	BALANCING ENTRY	0.00	
	SURPLUS (DEFICIT)	<u>(63,596.58)</u>	
	TOTAL FUND BALANCE		<u>4,317,650.55</u>

TOTAL LIABILITIES AND FUND BALANCE 4,587,994.58

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END OF REPORT

BALANCE SHEET

AS OF: DECEMBER 31ST, 2021

87 -DCR CAPITAL PROJECTS

ASSETS

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1100	CLAIM ON CASH-DCR CAPITAL PROJ	1,310,421.38	
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		1,310,421.38

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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

FUND BALANCE

=====

2900	UNAPPROPRIATED SURPLUS	0.00	
2950	OTHER SOURCES/USES	0.00	
2999	BALANCING ENTRY	0.00	
	SURPLUS (DEFICIT)	1,310,421.38	
	TOTAL FUND BALANCE		1,310,421.38

TOTAL LIABILITIES AND FUND BALANCE

1,310,421.38

END OF REPORT

CITY OF RICHMOND
 REVENUE AND EXPENSE REPORT (UNAUDITED)
 AS OF: DECEMBER 31ST, 2021

85 -DEVELOPMENT CORPORATION
 FINANCIAL SUMMARY

25.00% 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>183,816.81</u>	<u>555,840.22</u>	<u>32.55</u>	<u>1,151,759.78</u>
TOTAL REVENUES	<u>1,707,600.00</u>	<u>183,816.81</u>	<u>555,840.22</u>	<u>32.55</u>	<u>1,151,759.78</u>
<u>EXPENDITURE SUMMARY</u>					
DEVELOPMENT CORP	<u>2,434,616.00</u>	<u>463,501.86</u>	<u>619,436.80</u>	<u>25.44</u>	<u>1,815,179.20</u>
TOTAL EXPENDITURES	<u>2,434,616.00</u>	<u>463,501.86</u>	<u>619,436.80</u>	<u>25.44</u>	<u>1,815,179.20</u>
REVENUE OVER/ (UNDER) EXPENDITURES	<u>(727,016.00)</u>	<u>(279,685.05)</u>	<u>(63,596.58)</u>	<u>8.75</u>	<u>(663,419.42)</u>

CITY OF RICHMOND
 REVENUE AND EXPENSE REPORT (UNAUDITED)
 AS OF: DECEMBER 31ST, 2021

85 -DEVELOPMENT CORPORATION

25.00% OF FISCAL YEAR

REVENUES	CURRENT BUDGET	CURRENT PERIOD	YEAR-TO-DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
3015 SALES TAX REVENUE	1,702,000.00	183,766.39	555,717.17	32.65	1,146,282.83
3055 INTEREST INCOME	600.00	50.42	123.07	20.51	476.93
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>(0.02)</u>	<u>0.00</u>	<u>5,000.02</u>
TOTAL REVENUES	1,707,600.00	183,816.81	555,840.22	32.55	1,151,759.78

CITY OF RICHMOND
REVENUE AND EXPENSE REPORT (UNAUDITED)
AS OF: DECEMBER 31ST, 2021

85 -DEVELOPMENT CORPORATION

25.00% OF FISCAL YEAR

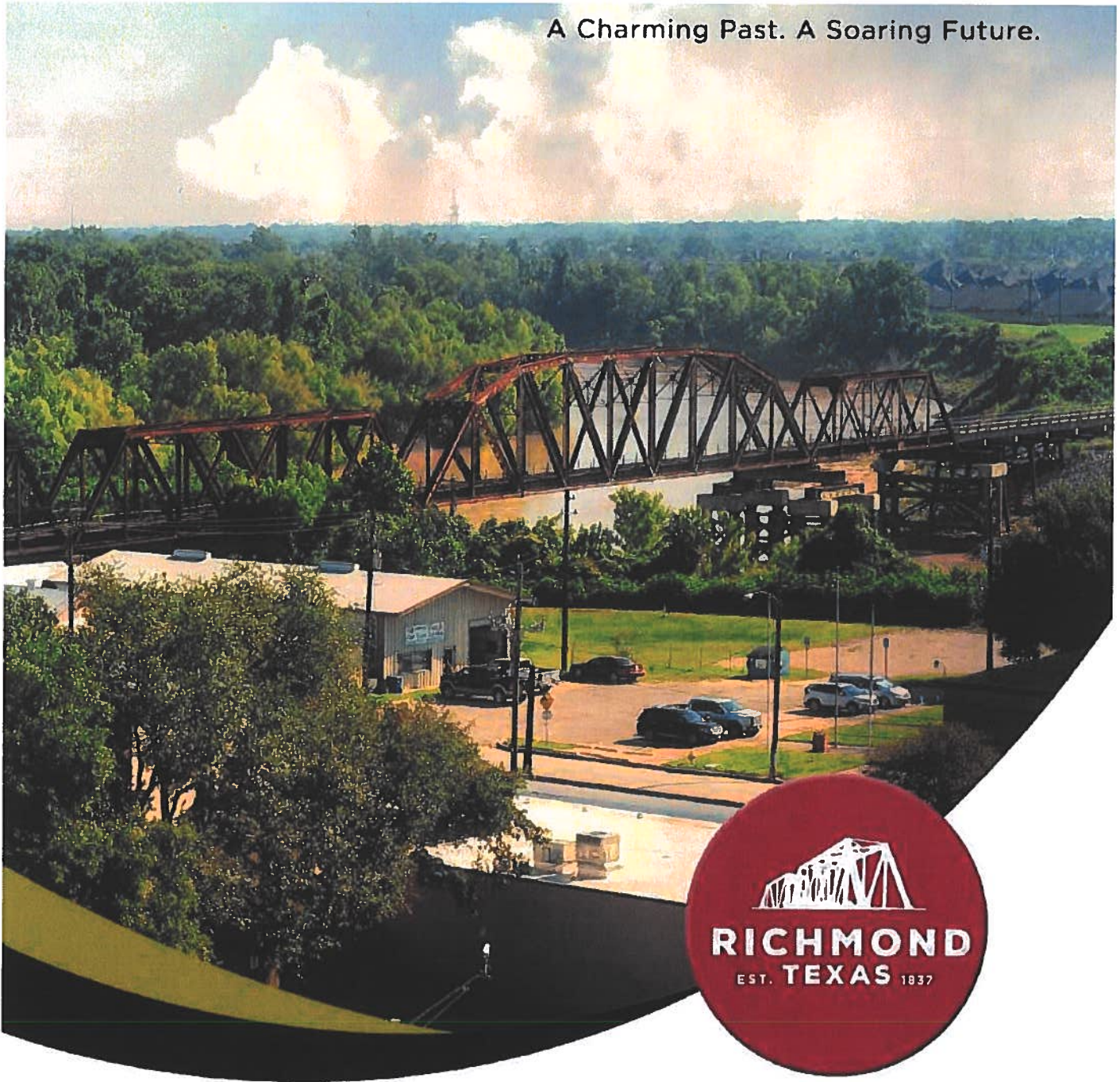
EXPENDITURES	CURRENT BUDGET	CURRENT PERIOD	YEAR-TO-DATE ACTUAL	% OF BUDGET	BUDGET BALANCE
DEVELOPMENT CORP					
5400-40650 TRAVEL AND TRAINING	13,055.00	7.00	7.00	0.05	13,048.00
5400-40750 OFFICE SUPPLIES	0.00	184.09	184.09	0.00	(184.09)
5400-40800 POSTAGE	0.00	0.00	0.00	0.00	0.00
5400-41650 PERIODICALS AND MEMBERSHIPS	18,000.00	0.00	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	48,993.50	101,457.96	57.48	75,050.04
5400-42500 ADVERTISING	145,479.00	13,740.09	21,267.07	14.62	124,211.93
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	0.00	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 TRANSFER TO OTHER FUNDS	255,150.00	95,075.00	95,075.00	37.26	160,075.00
5400-43400 CITY OF RICHMOND REIMB ALLOC	689,384.00	165,216.23	165,216.23	23.97	524,167.77
5400-43500 RICHMOND HISTORIC DISTRICT	50,000.00	1,263.59	22,025.09	44.05	27,974.91
5400-43505 GATEWAY/WAYFINDING INVESTMENTS	0.00	0.00	0.00	0.00	0.00
5400-43511 PUBLIC TRANSPORTATION	75,000.00	0.00	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	100,000.00	100,000.00	100.00	0.00
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	39,022.36	39,022.36	7.80	460,977.64
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
TOTAL DEVELOPMENT CORP	2,434,616.00	463,501.86	619,436.80	25.44	1,815,179.20
<hr/>					
TOTAL EXPENDITURES	2,434,616.00	463,501.86	619,436.80	25.44	1,815,179.20

*** END OF REPORT ***

Interim (Unaudited)
DCR Forecast
As of 12/31/2021

Type	Month	Category	Prior Actuals	Current Actuals	Forecast	Forecast Variance
Revenue	1 - October		137,712	167,710	130,802	36,908
	2 - November		176,025	204,314	142,926	61,387
	3 - December	Sales Tax	190,801	183,766	136,474	47,293
		Other	-	-	417	(417)
		Interest	61	50	50	0
3 - December Total			190,862	183,817	136,940	46,877
Revenue Total			504,599	555,840	410,669	145,171
Expenditure	1 - October		332,300	39,518	202,885	(163,367)
	2 - November		36,818	116,417	202,885	(86,467)
	3 - December	Supplies	-	184	-	184
		Purchased Services	17,390	62,741	31,299	31,442
		Non-Departmental	919	101,264	12,500	88,764
		Transfers Out	215,338	260,291	78,711	181,580
		Capital Items/Other	93,529	39,022	53,333	(14,311)
	Non-Departmental	-	-	27,042	(27,042)	
3 - December Total			327,176	463,502	202,885	260,617
Expenditure Total			696,294	619,437	608,654	10,783

A Charming Past. A Soaring Future.



CITY OF RICHMOND, TEXAS
Monthly Sales Tax Analysis
For the period ending
December 31, 2021

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
Q1								
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
3 - December	774,155	80,878	41,788	590,389	-39,090	551,299	464,908	183,766
Total	2,403,646	370,033	189,256	1,847,929	-180,777	1,667,151	1,394,207	555,717
Total	2,403,646	370,033	189,256	1,847,929	-180,777	1,667,151	1,394,207	555,717

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 (%)
Q1									
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%
3 - December	819,687	774,155	-5.55%	572,403	551,299	-3.69%	464,908	86,391	18.58%
Total	2,185,914	2,403,646	9.96%	1,513,351	1,667,151	10.16%	1,394,207	272,944	19.58%
Total	2,185,914	2,403,646	9.96%	1,513,351	1,667,151	10.16%	1,394,207	272,944	19.58%



Sales Tax Analysis

DCR Sales Tax

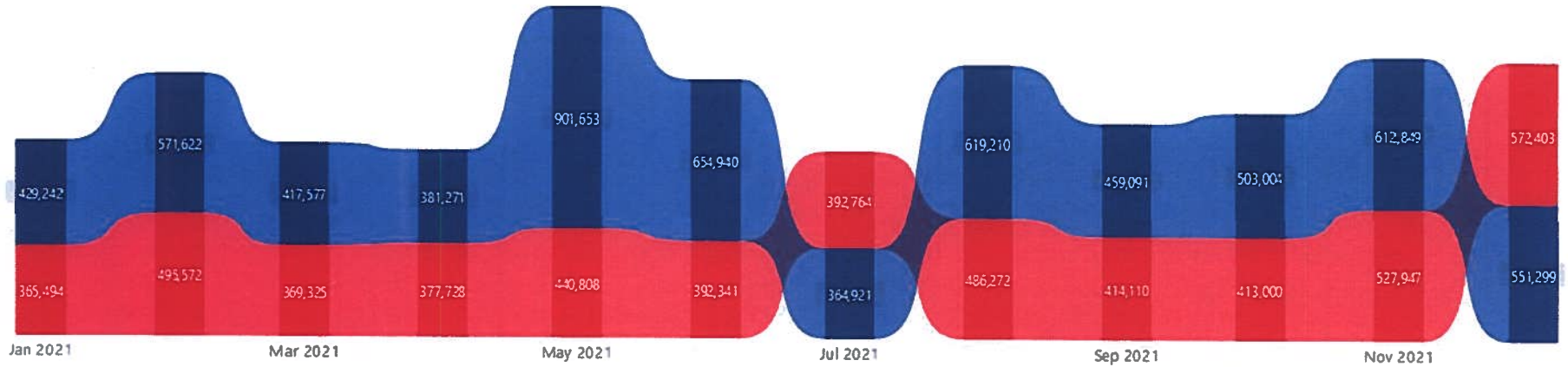
Quarter Label	Prior Year Net Payment	Net Payment	YoY Net % Chg	DCR Prior Retained	DCR Retained	YoY DCR % Chg	DCR Budget	DCR Act/Bud (\$)	DCR Act/Bud (%)
Q1									
1 - October	605,058	727,363	20.21%	137,667	167,668	21.79%	130,336	37,332	28.64%
2 - November	761,170	902,127	18.52%	175,982	204,283	16.08%	142,460	61,823	43.40%
3 - December	819,687	774,155	-5.55%	190,801	183,766	-3.69%	136,474	47,293	34.65%
Total	2,185,914	2,403,646	9.96%	504,450	555,717	10.16%	409,269	146,448	35.78%
Total	2,185,914	2,403,646	9.96%	504,450	555,717	10.16%	409,269	146,448	35.78%

Sales Tax Analysis

City Performance Graphs

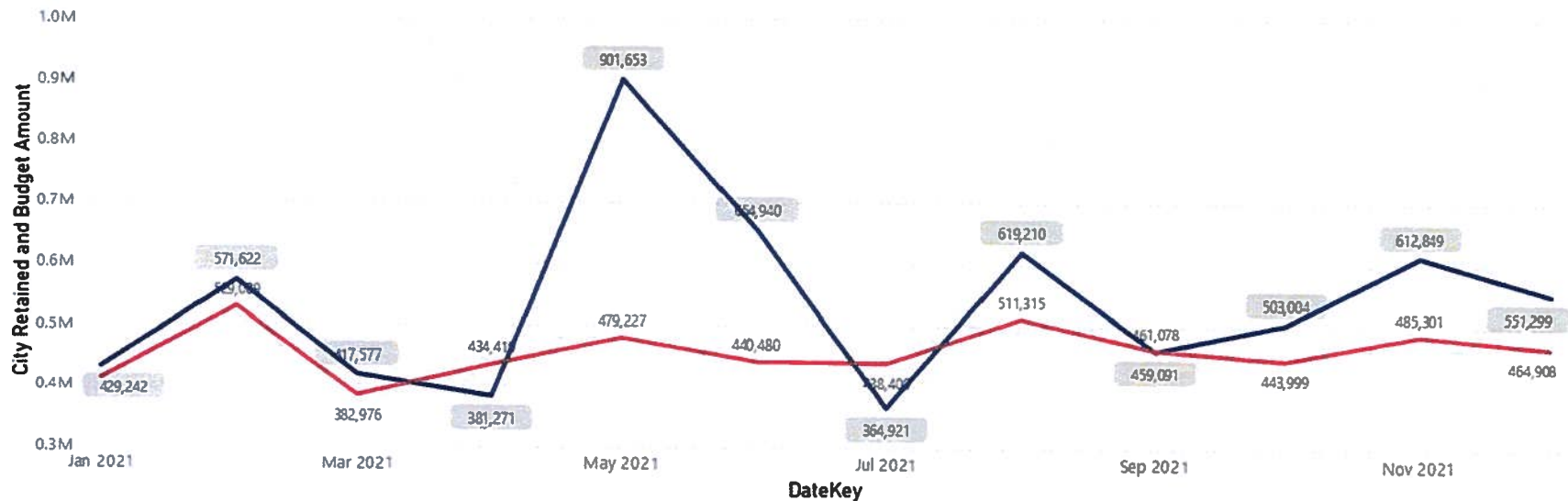
YOY Sales Tax Performance

● Prior Year City Retained ● City Retained



Sales Tax Performance Actual to Budget

● City Retained ● Budget Amount

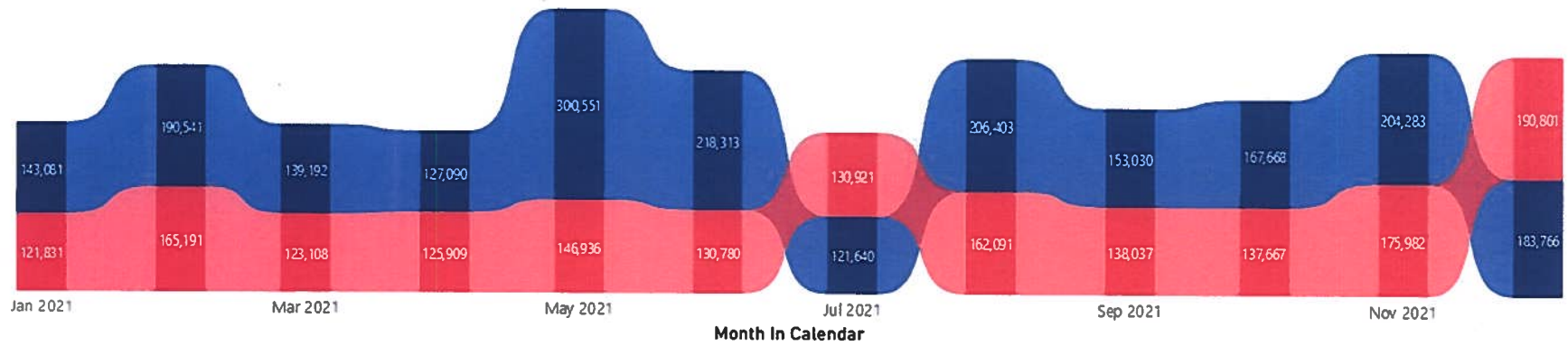


Sales Tax Analysis

DCR Historical Performance

YOY Sales Tax Performance

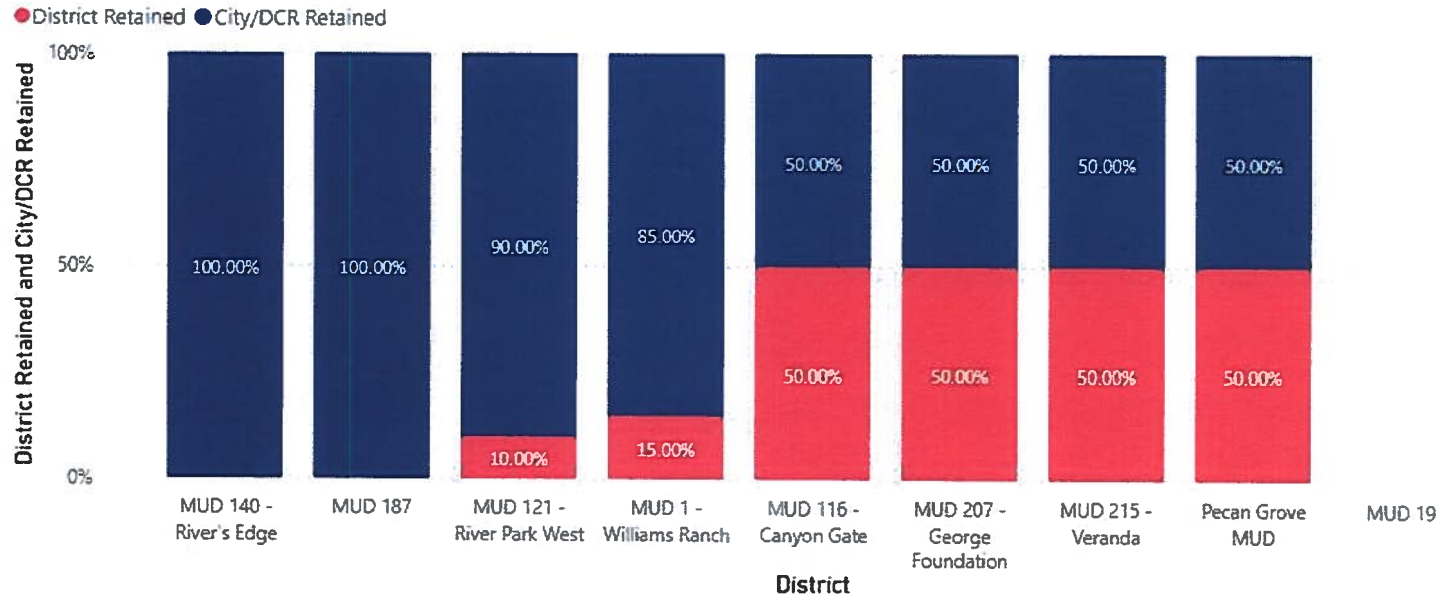
● DCR Retained ● DCR Prior Retained



Sales Tax Analysis

SPA Allocation Agreements Key

District Sales Tax Allocation



**DEVELOPMENT CORPORATION OF RICHMOND
SALES TAX REVENUE**

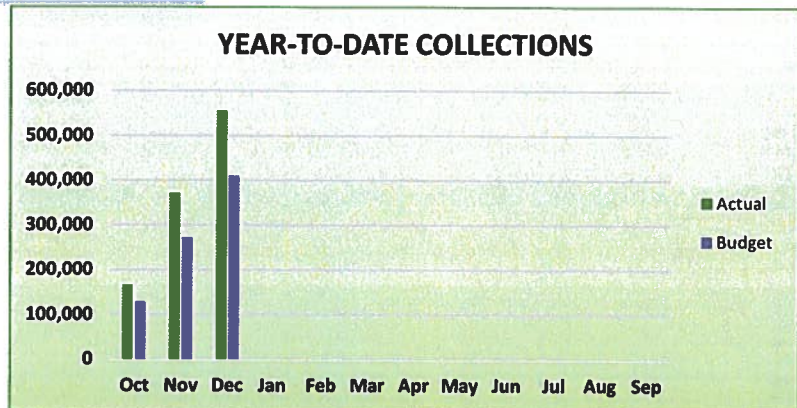
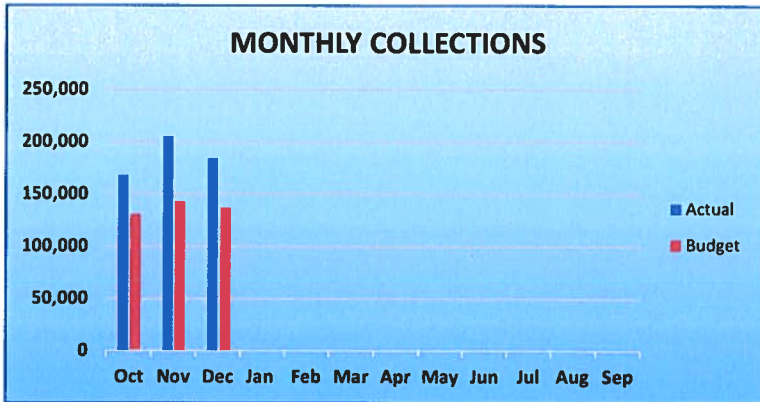
GROSS (Includes City & SPAs)			DCR ALLOCATION <i>Actual Income</i>		DCR BUDGET <i>Budgeted Income</i>		Year-to-Date Target to Budget <small>100% = Budget</small>
Prior Year %			Monthly	Total Received Year-to-Date	Monthly	Total Budget Year-to-Date	
Total Received	Increase (Decrease) Month to Month						

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	774,155	-6%	183,766	555,717	136,474	409,269	135.78%
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	



7. Review and discuss presentation on the Annual report for Fort Bend Transit Initiative as it relates to the City of Richmond.

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8. Report of activities of Economic Development Director.



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Economic Development Director's Report January 2022

Detailed Report



**DEVELOP
RICHMOND**
TEXAS EST. 1837

Regional Partnerships

- **Attended the Greater Houston Partnership's** Transportation Infrastructure Advisory Committee. The Transportation Advisory Committee is focused on local, state and federal policy issues that affect Houston's transportation industry, network and infrastructure. Understanding that the region's mobile vitality is intrinsically tied to its economic development and quality of life, the committee is dedicated to identifying and prioritizing the infrastructure and mobility issues of the region. Committee members focus on port infrastructure development, advancing methods for congestion alleviation and addressing critical funding needs, including for streets and drainage.
- **Attended Houston Regional Economic Development Alliance meeting.** It was held at the ION. The Regional Economic Development Advisory Committee is the primary business leadership committee that provides oversight, guidance and assistance for the Partnership's regional economic development initiatives. In conjunction with the International Investment and Trade Advisory Committee, business leadership work collaboratively with staff as well as business experts in the working Committees of Headquarters, Life Science, Energy 2.0, Manufacturing and Logistics, Real Estate and Digital Tech Attraction. The committee's overarching mission is to provide guidance and support for all Partnership economic development efforts.
- **Attended Fort Bend EDC Board of Directors Meeting.** This meeting was cancelled due to the holidays.
- **Marvin and I** met to begin the discussions in 2022. He and I will meet with you all as well as the City Commissioners to discuss what you all would like to see happen in the legislature and how he can assist us with that.

Local Partnerships

- **Richmond's Farmers Market** was held on December 3rd from 3 pm to 7 pm at Wessendorff Park. Because of the "Holidays in Richmond" event they saw over 600 customers. Many shared with us it was their best market day. We had a lot of activities and buzz surrounding downtown Richmond that weekend and received a lot of positive feedback.
- **Attended Commissioner Grady Prestage Annual Holiday Party.** This annual event had some of everyone from the Fort Bend County and a lot of questions were asked about the future of Richmond by several folks wanting to know how they could participate. I quickly learned that this was not a Missouri City crowd but folks from all over the Greater Houston Region.

Small Business/Commercial Development

- **Attended a Pre-Development Meeting** to discuss the possibility of Office Warehouse space, Industrial Distribution Center and Residential Development.
- **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

- **Myrtle Street Buildout** We continue to meet with PGAL to discuss the needs of the office. We should have more information to present in February.

9. Review and
Consider taking action
on requests for funds
toward the Born in the
Bend with Aim & EM.

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**Development Corporation
of Richmond
AGENDA ITEM COVER MEMO
DATE: January 11, 2022**

AGENDA ITEM 9: Review and Consider taking action on requests for funds toward the Born in the Bend with Aim & EM.

SUBMITTED BY: Jerry W. Jones Jr., Economic Development Director

Purpose

Review and Consider taking action on requests for funds toward the Born in the Bend with Aim & EM.

BACKGROUND

On October 13, 2020, the DCR Board of Directors reviewed and considered approving Phase 2 of Richmond Podcast sponsorship. City Manager Vela provided the background of this item which is called Born in the Bend. Aimee Frederick and Emily Scherer host a show on Instagram called Coffee with Em and Aim. The podcast focused on the local spirit of Richmond and the surrounding areas of Fort Bend County. The 2020 podcast was very successful with 909 downloads and was ranked in the top 50% of all podcasts. The team is proposing four new episodes for 2021. The request is for \$2000 or \$500 each. The funds would provide professional editing and would serve to work towards self-sustaining through community sponsorships and local advertising.

It was acknowledged that the podcast is an affordable marketing opportunity to spread positive news about our community. Director Bonham made the motion to approve \$2000 funding for Phase 2 of Richmond Podcast sponsorship. Director Morefield seconded the motion, and the vote was unanimous to approve.

Our Economic Development Director recently met with both Aimee and Emily to discuss Season 3. Upon our discussion we reviewed the performance of Season 2. As of October 13, 2021, the Born in the Bend podcast has garnered 2,290 all-time downloads, bringing a new awareness to the thriving community in Fort Bend. The Born in the Bend Podcast has grown 25% in downloads from Season 1 to Season 2 when comparing the first 30-day download figures of 548 in Season 1 and 686 in Season 2. The Born in the Bend Podcast is distributed across audio platforms, Facebook, and Instagram to an audience of over 12,500 followers combined.

Pros and Cons

Pro: We are continuing to see growth in the advertisement of our community. Continuing this endeavor and increasing our participation will further advance our community. This media outlet will compliment our new website and will have a presence on the front page. This is a great next step.

STAFF'S RECOMMENDATION

Staff is recommending approval for support of the expenditure of funds.

Next Steps

Upon the DCR Board of Directors approval we will notify the City Commissioners of the Board decision citing this initiative is already within our budget.

Attachments

- **Born in the Bend** Season 3 Proposal

**BORN
IN THE
BEND**
WITH AIM & EM



PERFORMANCE REVIEW

This report is a summary of the standing and progress of the Born in the Bend podcast as of October 2021. Top performance indicators and reach for the first 2 seasons of the podcast are as follows:

2.2 K TOTAL DOWNLOADS

As of October 13, 2021, the Born in the Bend podcast has garnered 2,290 all-time downloads, bringing a new awareness to the thriving community in Fort Bend.

25% SEASONAL GROWTH

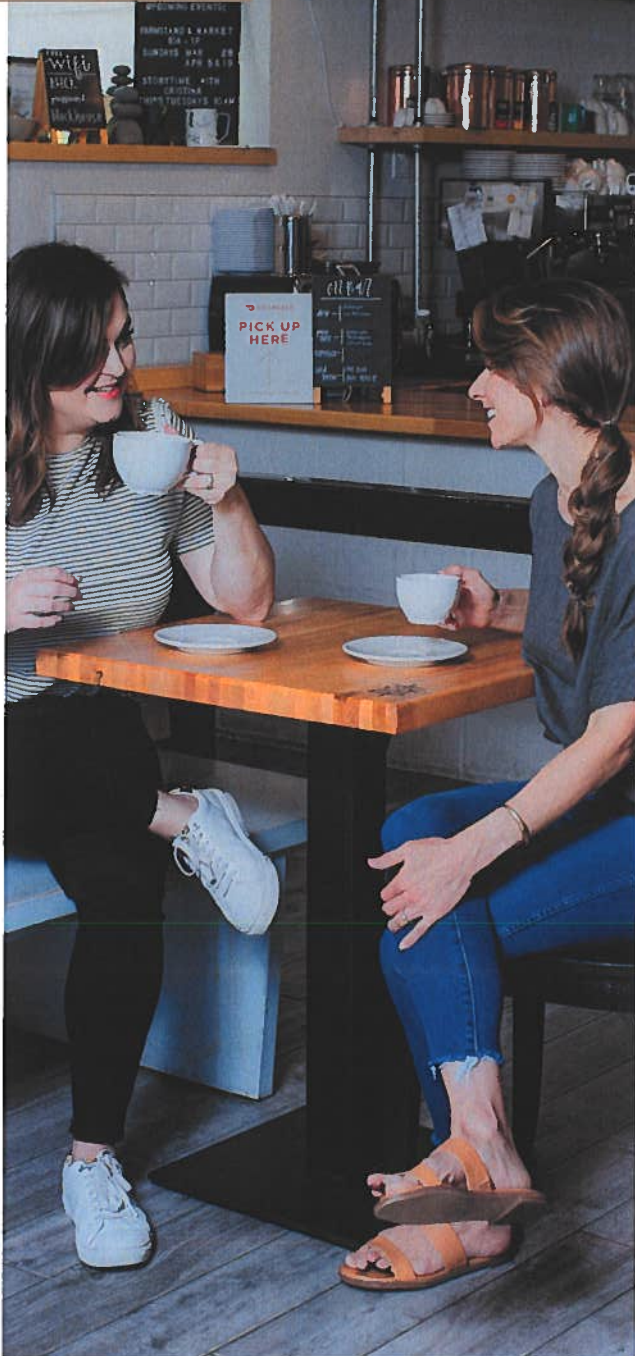
The Born in the Bend Podcast has grown 25% in downloads from Season 1 to Season 2 when comparing the first 30-day download figures of 548 in Season 1 and 686 in Season 2.

12.5K TOTAL FOLLOWERSHIP

The Born in the Bend Podcast is distributed across audio platforms, Facebook, and Instagram to an audience of over 12,500 followers combined.

BORN IN THE BEND

WITH AIM & EM



PODCAST FEEDBACK

Born in the Bend is all about highlighting the rich history, community, and business landscape in Fort Bend County. The show currently has a 5-star rating on iTunes. Here's what some of our listeners had to say:



Well Family, 06/18/2020

I'm learning so much already!

I grew up in Richmond, and while I've always appreciated the gorgeous Oak Trees, I can't say I've ever taken the time to learn about the history of this special place. I'm learning so much after one episode and can't wait to hear more!



LCV7, 06/18/2020

Wow! Love this podcast!

Very nicely done, ladies! I felt as though you two were sitting right there with me while having my cup of coffee...although not the delicious BH coffee :) It's awesome learning more about what Richmond has to offer in such a personal way! I'm looking forward to discovering more treasures as I listen to these podcast. Keep 'em comin!

Listening to Zach Lambert talk about Mercy Goods brought tears to my eyes. Organizations like that are needed so much. God bless you, Zach & April, for helping underprivileged youth find hope...now, and for their future.



PJeanT, 06/16/2020

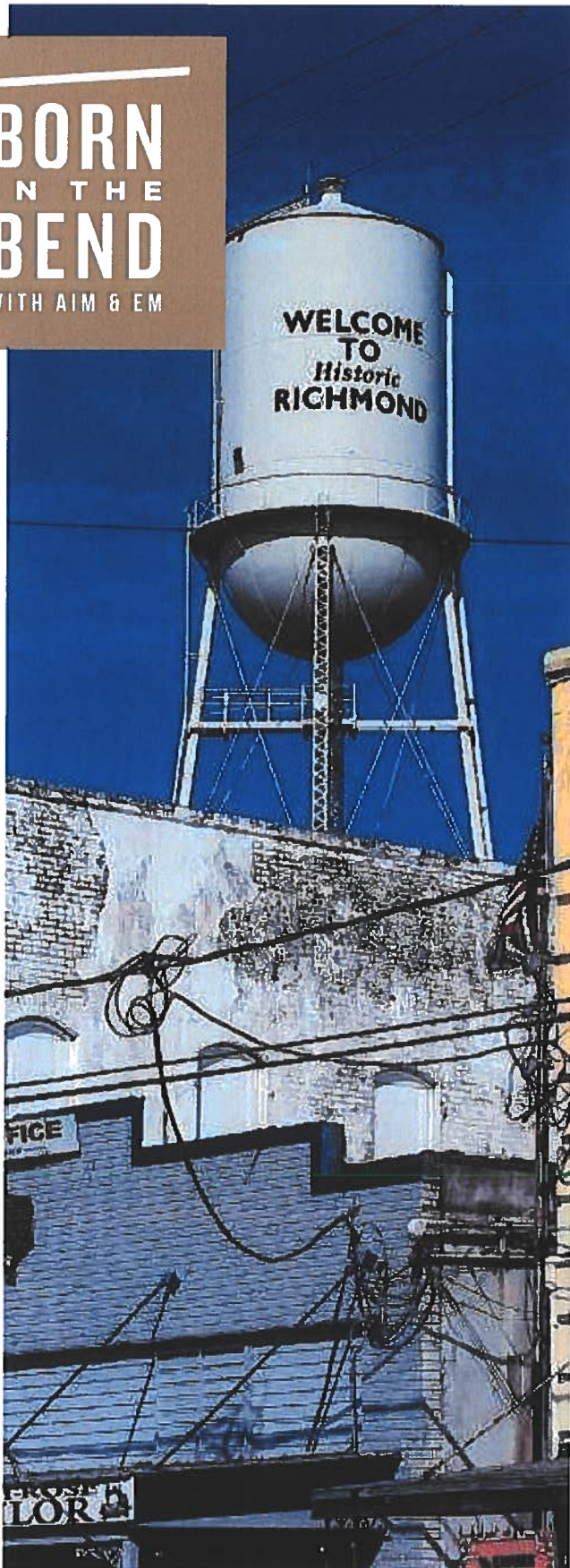
Love It!

I love listening to these gals and their guests. Even if you don't live in Fort Bend it's so inspiring to hear the stories of what people are doing with their lives and to feel like you get a little peek into what's going on creatively in a pocket of the world. Such a great listen!

LEARN MORE:

blockhousecoffee.co/born-in-the-bend

**BORN
IN THE
BEND**
WITH AIM & EM



PARTNERSHIP PROPOSAL

The media platform of the Born in the Bend podcast provides a unique angle to build our community and business landscape. We'd love to secure a partnership with the City of Richmond for a third season so we may continue highlighting Richmond's history, upcoming events, and noteworthy stories

AUDIO EDITING- \$1,170

Advanced audio editing for 7 episodes

SHOW NOTES- \$575

SEO-optimized show notes for 7 episodes

SEASON VIDEO TRAILER- \$1,150

Promotional video trailer for season

PODCAST WEBSITE- \$2,950

Dedicated podcast website to house episodes, resources, advertising, etc.

PROMOTION & ADVERTISING- \$750

Advertising budget for promotion & marketing

MISC EQUIPMENT EXPENSE: \$100

Costs associated with related equipment

TOTAL INVESTMENT- \$6,695

**10. Review and
Consider a Marketing
and Branding strategy
for the City and
Economic
Development
Department.**

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11. Excuse from Attendance at Regular DCR Meeting.



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12. Adjournment



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