



**DEVELOPMENT CORPORATION of RICHMOND**

**CITY COMMISSION CHAMBER,  
600 Morton Street, Richmond, Texas,**

**Tuesday March 14, 2023, at 5:00 p.m. and**

via Video Conference call  
(pursuant to Texas Government Code, Section 551.127)

Join Zoom Meeting

<https://us06web.zoom.us/j/84771028639>

**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 February 15, 2023.
5. Review and consider taking action on the minutes of the special meeting held on March 7, 2023.
6. Review Financial Reports through February 28, 2023.
7. Review and consider taking action on Marvin Marcell Consulting Contract and setting priorities from the DCR Board of Directors.
8. Review an update on the Comprehensive Master plan for the City.
9. Future agenda items.
10. 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.

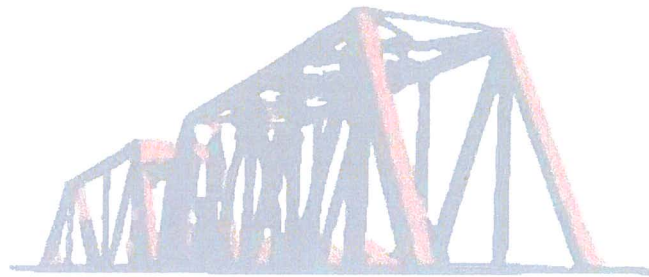
CERTIFICATE

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 March 2023, at \_\_\_\_ a.m./p.m.

\_\_\_\_\_  
Lasha Gillespie, City Secretary

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**1. Call to Order.**



**DEVELOP  
RICHMOND**

**EST. TEXAS 1837**

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



**DEVELOP  
RICHMOND**

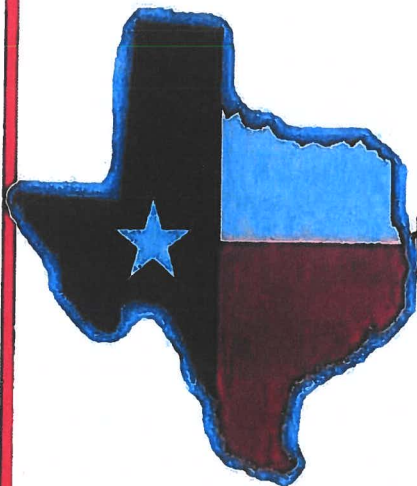
**EST. TEXAS 1837**

## **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.)**



**DEVELOP**  
**RICHMOND**  
EST. **TEXAS** 1837

- 
- 4. Review and consider taking action on the minutes of the regular meeting held on February 15, 2023.**



**DEVELOP  
RICHMOND**

**EST. TEXAS 1837**



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 February 15, 2023, at 5:00 p.m. Directors in attendance included the following:

President, Kit Jones	City Manager, Terri Vela
Vice President, Tim Jeffcoat	Economic Development Director, Jerry Jones
Secretary, Nancie Rain	City Attorney, Gary Smith
Becky Haas- via Zoom	City Secretary, Lasha Gillespie
William B. Morefield, III	
Treasurer, Barry Beard	

**Agenda item A.1 Call to Order**

- President Kit Jones proceeded to call the meeting to order at 5:02 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. Quorum was determined and meeting was declared open

**Agenda item A.2 Recite the Pledge of Allegiance to U.S. and Texas Flags**

- The Pledge of Allegiance to the U.S. Flag and Texas Flag was recited

**Agenda item A3. Public comments.**

- There were no individuals signed up to speak therefore the agenda item was closed.

**Agenda item A4. Review and consider taking action on the minutes of the regular meeting held January 10, 2023.**

- Director Beard made a motion to approve the minutes of the regular meeting held on January 10, 2023, Nancie Rain seconded the motion. Motion passed unanimously.



**Agenda item A5.** Review Financial Reports through January 31, 2023.

- Finance Director Alderete provided data and depth on the financial report through January 31, 2023. Updates and breakdowns for the DCR balance, the DCR Capital Projects Fund balance, the Activity and YTD Budget, and the Income Statement for the current budget and overall activities were provided in this report. Director Beard commended Finance Director Alderete on the success of the City's 2022 Audit.

**Agenda item A6.** Review and Discuss Director's Report

- A Director's report was given to the board by ED Jerry Jones. After that, ED Jones gave a brief update on the American Furniture Warehouse project. ED Jones continued by informing the Board that a presentation will be made by Government Relations Consultant Marvin Marcell the following month. ED Jones also discussed the report's marketing data with reference to our target market and how the city compares to its competitors without a marketing strategy. 14 marketing firms have submitted letters of intent to bid, said ED Jones. To help with the review process, President Jones nominated himself and Vice President Jeffcoat to an AD HOC Committee.

**Agenda item A7.** Review and Discuss the Farmers Market Initiative and Contractual Agreement.

- Members of the Board engaged in comprehensive discussion over marketing strategies to promote vendor participation, such as surveys about their experiences and suggestions for improvement. To determine if we want to include some of their components into our Farmer's Market, CM Vela also proposed brainstorming with other Farmer's Markets.

**Agenda item 8.** Excuse from Attendance at Regular DCR Meeting.

- None

**Agenda item 9.** Future agenda items.

- None

**Agenda item 10.** Adjourn to Executive Session, as authorized by Texas Government Code, Section 551.087, Deliberation Regarding Economic Development Negotiations.

- Regular Session closed at 5:36 p.m. and adjourned to Executive Session



**Agenda item 11. Reconvene into Open Meeting.**

- Regular session convened at 6:27 p.m.
- Director Beard made a motion to suspend negotiations with the parties involve with our previous earnest money negotiations (Former Richmond Fire Station). Director Morefield seconded. Director Haas, nay. Motion passes.
- Director Beard made a motion to authorize staff to bring a recommendation on how best to move forward with the commercialization of the old Fire Station. Nancie Rain seconded. Motion passes unanimously.

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**Agenda item 12. Adjournment**

- With no further action the meeting was adjourned at 6:30 p.m.

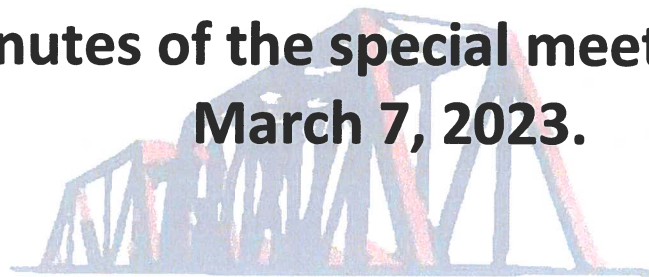
APPROVED:

\_\_\_\_\_  
Kit Jones, President

ATTEST:

\_\_\_\_\_  
Lasha Gillespie, City Secretary

- 
5. **Review and consider taking action on the minutes of the special meeting held on March 7, 2023.**



**DEVELOP**  
**RICHMOND**  
EST. **TEXAS** 1837



STATE OF TEXAS  
COUNTY OF FORT BEND  
CITY OF RICHMOND

The Development Corporation of Richmond convened in a Special 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 March 7, 2023, at 5:00 p.m. Directors in attendance included the following:

President, Kit Jones- not present	City Manager, Terri Vela
Vice President, Tim Jeffcoat	Economic Development Director, Jerry Jones
Secretary, Nancie Rain	City Attorney, Gary Smith
Becky Haas- via Zoom	City Secretary, Lasha Gillespie
William B. Morefield, III	
Treasurer, Barry Beard	

**Agenda item A.1** Call to Order

- Vice President Tim Jeffcoat proceeded to call the meeting to order at 5:05 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. Quorum was determined and meeting was declared open.

**Agenda item A.2** Oath of Office given to new Board Members.

- Cody Frederick received the oath of office as a Director on the Development Corporation of Richmond Board after the DCR meeting was called to order. Lasha Gillespie, the City Secretary, administered the oath.

**Agenda item A.3** Recite the Pledge of Allegiance to U.S. and Texas Flags

- The Pledge of Allegiance to the U.S. Flag and Texas Flag was recited.

*Meeting recessed at 5:09 p.m.*

- Meeting called to order at 5:15 p.m.

**Agenda item A4.** Public comments.

- Clark East- 4410 Topaz Trl. Sugar Land- addressed the Board, briefly discussing his background, prior projects, and planned initiatives. He continued by outlining the advantages of buying the Old Fire Station.
- Ryan Di Giovanni- 777 Preston St. Houston- addressed the Board, stating his support for Mr. Clark purchasing the Old Fire Station as well as providing some information on his own development experience.

**Agenda item A5.** Review and consider taking action on Marvin Marcell Consulting Contract

- Jerry addressed and provided a summary of the stated agreement between Marvin Marcell, a Government Relations Consultant, and the Development Corporation of Richmond. Clarification on Mr. Marcell's role, potential conflicts of interest, and other activities he is involved in were some of the topics of the Board's discussion.

**Agenda item A6.** Commercializing the Former Richmond Fire Station.

- After a brief discussion, it was decided that because this topic involves real estate, it needed to be discussed in Executive Session.

**Agenda item A7.** Future agenda items.

- Director Rain moved to allow Marvin Marcell to give a presentation to the board. Director Beard seconded. Motion passes unanimously.

**Agenda item A8.** Adjourn to Executive Session, as authorized by Texas Government Code, Section 551.087, Deliberation Regarding Economic Development Negotiations.

- Regular Session closed at 5:47 p.m. and adjourned to Executive Session

**Agenda item 9.** Reconvene into Open Meeting.

- Regular session convened at 6:09 p.m.
- Director Beard made a motion to move forward on the proposed actions as outlined in the presentation by Economic Development Director Jerry Jones, to conduct roundtable discussion to identify construction property management firms and ask the Board of Directors to create an AD HOC Committee to assist in selecting a firm to begin moving the project forward. Director Morefield seconded. Director Haas, nay. Motion passes.
- VP Jeffcoat appointed Director Frederick and Director Beard to the AD HOC Committee to assist in selecting a construction property management firm.

**Agenda item 10. Adjournment**

- With no further action the meeting was adjourned at 6:44 p.m.

APPROVED:

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Kit Jones, President

ATTEST:

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Lasha Gillespie, City Secretary

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**6. Review Financial Reports through  
February 28, 2023.**



**DEVELOP  
RICHMOND  
EST. TEXAS 1837**



City of Richmond, TX

# Balance Sheet

## Account Summary

As Of 02/28/2023

Account	Name	Balance	
<b>Fund: 800 - DEVELOPMENT CORPORTION FUND</b>			
<b>Assets</b>			
<a href="#">800-1101</a>	CLAIM ON CASH-DEVELOPMENT CORP	4,531,029.39	
<a href="#">800-1410</a>	SALES TAX RECEIVABLE	343,158.64	
	<b>Total Assets:</b>	<b>4,874,188.03</b>	<b>4,874,188.03</b>
<hr/>			
<b>Liability</b>			
	<b>Total Liability:</b>	<b>0.00</b>	
<b>Equity</b>			
<a href="#">800-2900</a>	UNAPPROPRIATED SURPLUS	4,246,687.19	
<a href="#">800-2920</a>	RESTRICTED	457,715.93	
	<b>Total Beginning Equity:</b>	<b>4,704,403.12</b>	
Total Revenue		971,102.56	
Total Expense		801,317.65	
Revenues Over/Under Expenses		169,784.91	
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>4,874,188.03</b>	
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>		<b>4,874,188.03</b>





City of Richmond, TX

# Balance Sheet

## Account Summary

As Of 02/28/2023

Account	Name	Balance	
<b>Fund: 703 - DCR CAPITAL PROJECTS FUND</b>			
<b>Assets</b>			
<a href="#">703-1101</a>	CLAIM ON CASH-DCR CAPITAL PROJ	441,822.33	
	<b>Total Assets:</b>	<b>441,822.33</b>	<b><u>441,822.33</u></b>
<b>Liability</b>			
	<b>Total Liability:</b>	<b>0.00</b>	
<b>Equity</b>			
<a href="#">703-2900</a>	UNAPPROPRIATED SURPLUS	441,716.62	
	<b>Total Beginning Equity:</b>	<b>441,716.62</b>	
Total Revenue		6,339.70	
Total Expense		6,233.99	
<b>Revenues Over/Under Expenses</b>		<b>105.71</b>	
	<b>Total Equity and Current Surplus (Deficit):</b>	<b>441,822.33</b>	
	<b>Total Liabilities, Equity and Current Surplus (Deficit):</b>		<b><u>441,822.33</u></b>



City of Richmond, TX

# Income Statement Account Summary

For Fiscal: FY2023 Period Ending: 02/28/2023

	Current Total Budget	YTD Activity	Budget Remaining
<b>Fund: 800 - DEVELOPMENT CORPORTION FUND</b>			
<b>Revenue</b>			
<b>RevenueCharacter: 40 - Taxes</b>			
<a href="#">800-4010</a> SALES TAX REVENUE	1,567,667.00	906,782.14	660,884.86
<b>RevenueCharacter: 40 - Taxes Total:</b>	<b>1,567,667.00</b>	<b>906,782.14</b>	<b>660,884.86</b>
<b>RevenueCharacter: 45 - Other</b>			
<a href="#">800-4500</a> OTHER INCOME	5,000.00	0.00	5,000.00
<b>RevenueCharacter: 45 - Other Total:</b>	<b>5,000.00</b>	<b>0.00</b>	<b>5,000.00</b>
<b>RevenueCharacter: 46 - Interest Income</b>			
<a href="#">800-4600</a> INTEREST INCOME	75,600.00	64,320.42	11,279.58
<b>RevenueCharacter: 46 - Interest Income Total:</b>	<b>75,600.00</b>	<b>64,320.42</b>	<b>11,279.58</b>
<b>Revenue Total:</b>	<b>1,648,267.00</b>	<b>971,102.56</b>	<b>677,164.44</b>
<b>Expense</b>			
<b>ExpenseCharacter: 53 - Supplies</b>			
<a href="#">800-6291-53120</a> OFFICE SUPPLIES	2,500.00	0.00	2,500.00
<a href="#">800-6291-53121</a> POSTAGE	500.00	228.60	271.40
<b>ExpenseCharacter: 53 - Supplies Total:</b>	<b>3,000.00</b>	<b>228.60</b>	<b>2,771.40</b>
<b>ExpenseCharacter: 56 - Purchased Services</b>			
<a href="#">800-6291-56005</a> TRAVEL AND TRAINING	13,055.15	3,261.37	9,793.78
<a href="#">800-6291-56006</a> PERIODICALS AND MEMBERSHIPS	23,350.00	5,910.00	17,440.00
<a href="#">800-6291-56021</a> ADVERTISING	155,891.38	16,146.56	139,744.82
<a href="#">800-6291-56045</a> BANK FEES	5,000.00	261.12	4,738.88
<a href="#">800-6291-56048</a> MISCELLANEOUS EXPENSE	4,442.94	2,229.96	2,212.98
<a href="#">800-6291-56080</a> RESERVE FOR OPPORTUNITIES	678,503.00	0.00	678,503.00
<a href="#">800-6291-56081</a> TSTC COMMITMENT	100,000.00	100,000.00	0.00
<a href="#">800-6291-56083</a> CONTRACTED SERVICES	276,528.12	208,113.00	68,415.12
<a href="#">800-6291-56090</a> RICHMOND HISTORIC DISTRICT	41,965.18	41,249.16	716.02
<a href="#">800-6291-56091</a> FBC TRANSIT	75,000.00	75,000.00	0.00
<b>ExpenseCharacter: 56 - Purchased Services Total:</b>	<b>1,373,735.77</b>	<b>452,171.17</b>	<b>921,564.60</b>
<b>ExpenseCharacter: 59 - Intergovernmental</b>			
<a href="#">800-6291-59030</a> SALES TAX INCENTIVE AGREEMENTS	5,000.00	0.00	5,000.00
<b>ExpenseCharacter: 59 - Intergovernmental Total:</b>	<b>5,000.00</b>	<b>0.00</b>	<b>5,000.00</b>
<b>ExpenseCharacter: 60 - Transfers Out</b>			
<a href="#">800-6291-60000</a> TRANSFER TO OTHER FUNDS	255,650.00	188,150.00	67,500.00
<a href="#">800-6291-60007</a> CITY OF RICHMOND REIMB ALLOC	689,384.00	160,767.88	528,616.12
<b>ExpenseCharacter: 60 - Transfers Out Total:</b>	<b>945,034.00</b>	<b>348,917.88</b>	<b>596,116.12</b>
<b>Expense Total:</b>	<b>2,326,769.77</b>	<b>801,317.65</b>	<b>1,525,452.12</b>
<b>Fund: 800 - DEVELOPMENT CORPORTION FUND Surplus (Deficit):</b>	<b>-678,502.77</b>	<b>169,784.91</b>	
<b>Total Surplus (Deficit):</b>	<b>-678,502.77</b>	<b>169,784.91</b>	

**Project Activity vs Budget Report**

Date Range: 10/01/2022 - 02/28/2023

**Summary**

		<b>Project Summary</b>						
<b>Project Number</b>	<b>Project Name</b>	<b>Encumbrances</b>	<b>Total Budget</b>	<b>Date Range Budget</b>	<b>Beginning Balance</b>	<b>Total Activity</b>	<b>Ending Balance</b>	<b>Budget Remaining</b>
<a href="#">16</a>	Wayside Horns	0.00	1,439,452.42	0.00	1,356,525.64	0.00	1,356,525.64	82,926.78
<a href="#">18</a>	Myrtle Street	17,588.97	415,901.36	0.00	393,767.24	1,233.99	395,001.23	3,311.16
<a href="#">22</a>	North 10th ST	0.00	299,900.43	0.00	0.00	0.00	0.00	299,900.43
<a href="#">38</a>	Project MEAD	0.00	25,000.00	0.00	0.00	0.00	0.00	25,000.00
<a href="#">39</a>	Project Neighbor	0.00	22,000.00	0.00	14,465.00	0.00	14,465.00	7,535.00
<a href="#">43</a>	Project Whale	0.00	5,000.00	0.00	0.00	5,000.00	5,000.00	0.00
<a href="#">44</a>	Project Bend	0.00	10,000.00	0.00	10,000.00	0.00	10,000.00	0.00
<b>Report Total:</b>		<b>17,588.97</b>	<b>2,217,254.21</b>	<b>0.00</b>	<b>1,774,757.88</b>	<b>6,233.99</b>	<b>1,780,991.87</b>	<b>418,673.37</b>

		<b>Group Summary</b>						
<b>Group</b>		<b>Encumbrances</b>	<b>Total Budget</b>	<b>Date Range Budget</b>	<b>Beginning Balance</b>	<b>Total Activity</b>	<b>Ending Balance</b>	<b>Budget Remaining</b>
DCR Capital Projects		17,588.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	418,673.37
<b>Report Total:</b>		<b>17,588.97</b>	<b>2,217,254.21</b>	<b>0.00</b>	<b>1,774,757.88</b>	<b>6,233.99</b>	<b>1,780,991.87</b>	<b>418,673.37</b>

		<b>Type Summary</b>						
<b>Group</b>		<b>Encumbrances</b>	<b>Total Budget</b>	<b>Date Range Budget</b>	<b>Beginning Balance</b>	<b>Total Activity</b>	<b>Ending Balance</b>	<b>Budget Remaining</b>
Capital		17,588.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	418,673.37
<b>Report Total:</b>		<b>17,588.97</b>	<b>2,217,254.21</b>	<b>0.00</b>	<b>1,774,757.88</b>	<b>6,233.99</b>	<b>1,780,991.87</b>	<b>418,673.37</b>



A Charming Past. A Soaring Future.



**CITY OF RICHMOND, TEXAS**  
**Monthly Sales Tax Analysis**  
For the period ending  
February 28, 2023

**FY2023**



# Sales Tax Analysis

DateKey

10/1/2022 2/28/2023



## 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	763,044	121,907	60,953	587,522	-60,953	526,568	443,249	175,523
2 - November	738,217	137,918	70,244	570,581	-67,673	502,908	503,425	167,636
3 - December	713,376	134,109	67,054	551,795	-67,054	484,741	463,038	161,580
<b>Total</b>	<b>2,214,637</b>	<b>393,933</b>	<b>198,252</b>	<b>1,709,898</b>	<b>-195,681</b>	<b>1,514,217</b>	<b>1,409,712</b>	<b>504,739</b>
<b>Q2</b>								
4 - January	779,887	123,755	61,877	600,384	-61,877	538,507	483,082	179,502
5 - February	956,893	133,461	66,730	734,353	-66,730	667,622	310,847	222,541
<b>Total</b>	<b>1,736,780</b>	<b>257,216</b>	<b>128,608</b>	<b>1,334,737</b>	<b>-128,608</b>	<b>1,206,129</b>	<b>793,929</b>	<b>402,043</b>
<b>Total</b>	<b>3,951,417</b>	<b>651,149</b>	<b>326,860</b>	<b>3,044,635</b>	<b>-324,289</b>	<b>2,720,346</b>	<b>2,203,641</b>	<b>906,782</b>





# Sales Tax Analysis

DateKey

10/1/2022 2/28/2023

## 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	727,363	763,044	4.91%	503,004	526,568	4.68%	443,249	83,319	18.80%
2 - November	902,127	738,217	-18.17%	612,849	502,908	-17.94%	503,425	-517	-0.10%
3 - December	774,155	713,376	-7.85%	551,299	484,741	-12.07%	463,038	21,704	4.69%
<b>Total</b>	<b>2,403,646</b>	<b>2,214,637</b>	<b>-7.86%</b>	<b>1,667,151</b>	<b>1,514,217</b>	<b>-9.17%</b>	<b>1,409,712</b>	<b>104,505</b>	<b>7.41%</b>
<b>Q2</b>									
4 - January	879,301	779,887	-11.31%	615,903	538,507	-12.57%	483,082	55,425	11.47%
5 - February	862,090	956,893	11.00%	598,335	667,622	11.58%	310,847	356,775	114.78%
<b>Total</b>	<b>1,741,392</b>	<b>1,736,780</b>	<b>-0.26%</b>	<b>1,214,238</b>	<b>1,206,129</b>	<b>-0.67%</b>	<b>793,929</b>	<b>412,200</b>	<b>51.92%</b>
<b>Total</b>	<b>4,145,037</b>	<b>3,951,417</b>	<b>-4.67%</b>	<b>2,881,390</b>	<b>2,720,346</b>	<b>-5.59%</b>	<b>2,203,641</b>	<b>516,706</b>	<b>23.45%</b>



# Sales Tax Analysis

DateKey

10/1/2022 2/28/2023

## 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	727,363	763,044	4.91%	167,668	175,523	4.68%	125,450	50,073	39.91%
2 - November	902,127	738,217	-18.17%	204,283	167,636	-17.94%	142,481	25,155	17.65%
3 - December	774,155	713,376	-7.85%	183,766	161,580	-12.07%	131,051	30,530	23.30%
<b>Total</b>	<b>2,403,646</b>	<b>2,214,637</b>	<b>-7.86%</b>	<b>555,717</b>	<b>504,739</b>	<b>-9.17%</b>	<b>398,982</b>	<b>105,758</b>	<b>26.51%</b>
<b>Q2</b>									
4 - January	879,301	779,887	-11.31%	205,301	179,502	-12.57%	136,724	42,779	31.29%
5 - February	862,090	956,893	11.00%	199,445	222,541	11.58%	87,977	134,564	152.95%
<b>Total</b>	<b>1,741,392</b>	<b>1,736,780</b>	<b>-0.26%</b>	<b>404,746</b>	<b>402,043</b>	<b>-0.67%</b>	<b>224,701</b>	<b>177,343</b>	<b>78.92%</b>
<b>Total</b>	<b>4,145,037</b>	<b>3,951,417</b>	<b>-4.67%</b>	<b>960,463</b>	<b>906,782</b>	<b>-5.59%</b>	<b>623,682</b>	<b>283,100</b>	<b>45.39%</b>





# Sales Tax Analysis

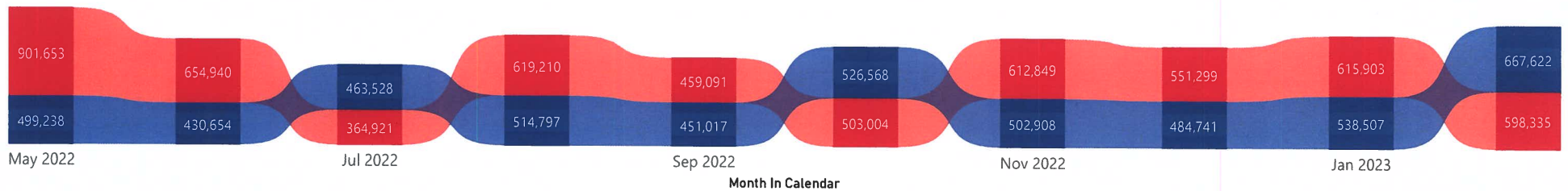
5/1/2022

2/28/2023

## City Performance Graphs

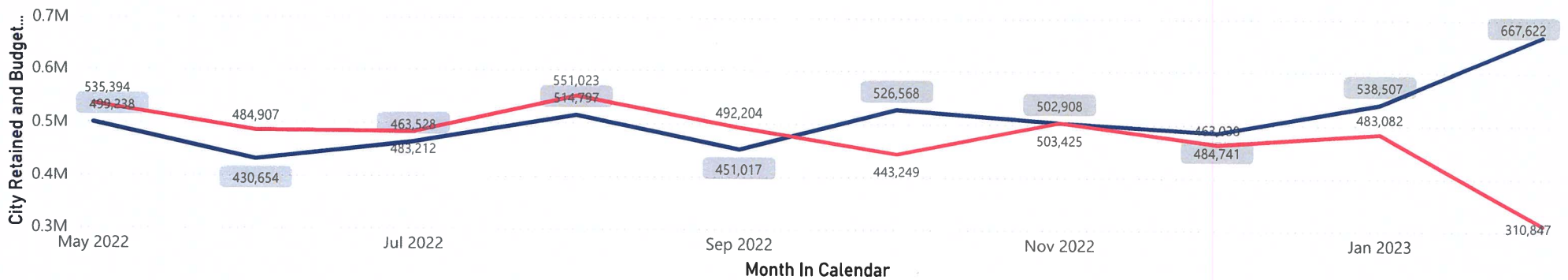
### YOY Sales Tax Performance

● Prior Year City Retained ● City Retained



### Sales Tax Performance Actual to Budget

● City Retained ● Budget Amount





# Sales Tax Analysis

DateKey

5/1/2022

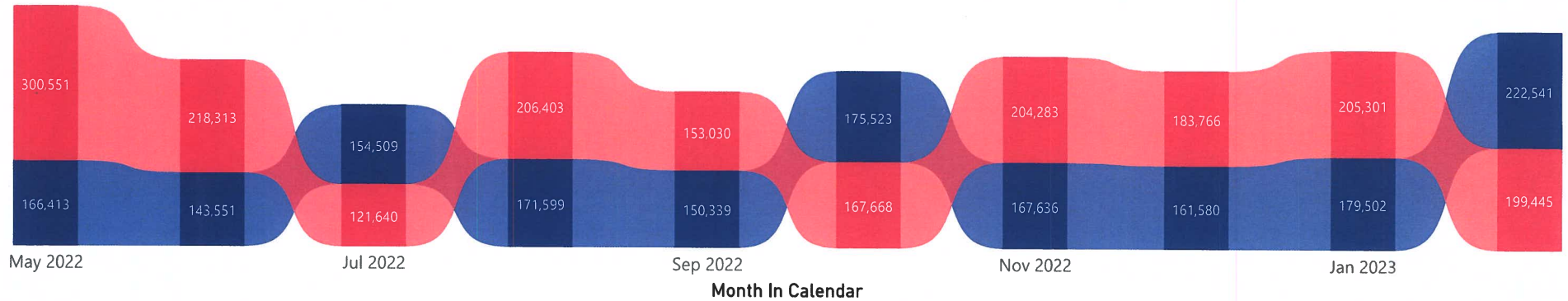
2/28/2023



## DCR Historical Performance

## YOY Sales Tax Performance

● DCR Retained ● DCR Prior Retained





# Sales Tax Analysis

DateKey

5/1/2022

2/28/2023

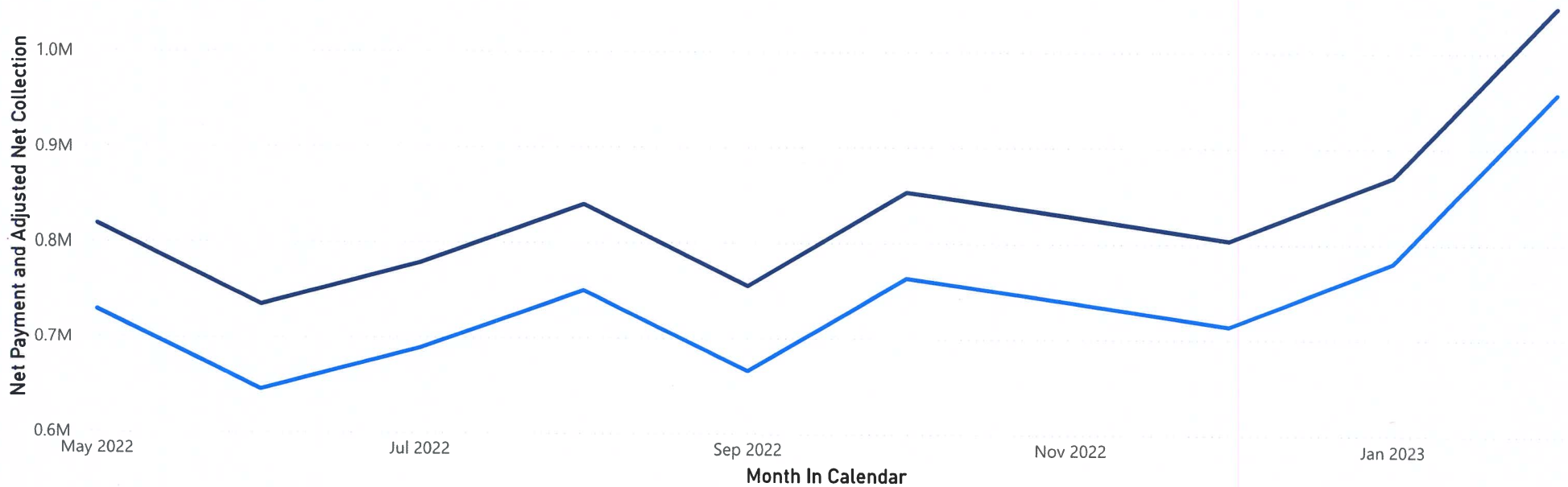


## Adjusted Sales Tax Figures

### Adjusted Sales Tax Collections Graph

Net Payment and Adjusted Net Collection by Month In Calendar

● Net Payment ● Adjusted Net Collection





# Sales Tax Analysis

DateKey

5/1/2022

2/28/2023

## Adjusted Sales Tax Table

## Adjusted Sales Tax Table

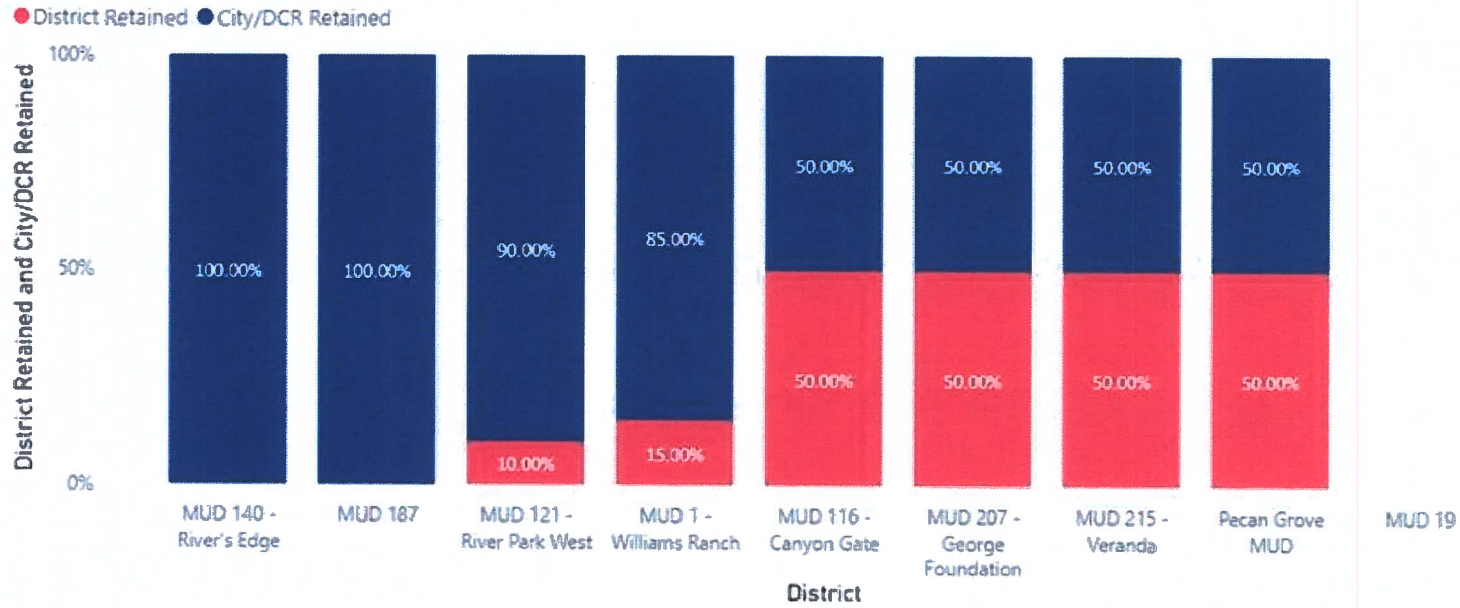
Month In Calendar	Net Payment	Adjustment	Adjusted Net Collection
5/1/2022	728,840	-89,612	818,452
6/1/2022	644,723	-89,612	734,335
7/1/2022	688,429	-89,612	778,041
8/1/2022	749,509	-89,612	839,121
9/1/2022	665,093	-89,612	754,705
10/1/2022	763,044	-89,612	852,656
11/1/2022	738,217	-89,612	827,829
12/1/2022	713,376	-89,612	802,988
1/1/2023	779,887	-89,612	869,499
2/1/2023	956,893	-89,612	1,046,505
<b>Total</b>	<b>7,428,012</b>	<b>-896,120</b>	<b>8,324,132</b>



# Sales Tax Analysis

## SPA Allocation Agreements Key

District Sales Tax Allocation





**DEVELOPMENT CORPORATION OF RICHMOND**  
**SALES TAX REVENUE**

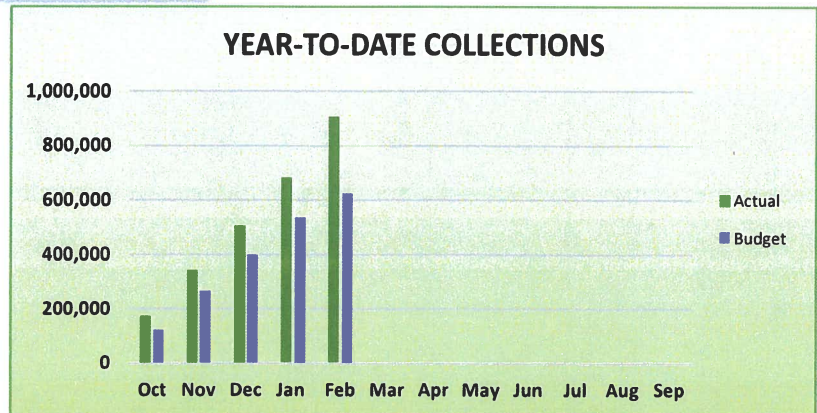
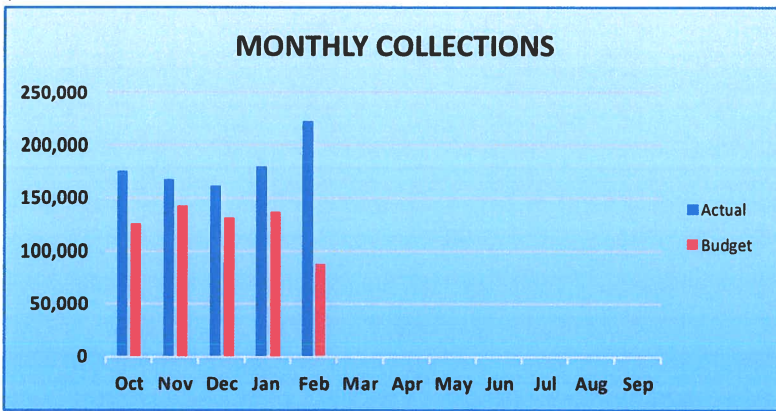
<b>GROSS</b> <small>(Includes City &amp; SPAs)</small>		<b>DCR ALLOCATION</b> <i>Actual Income</i>		<b>DCR BUDGET</b> <i>Budgeted Income</i>		<b>Year-to-Date</b> <b>Target</b> <b>to Budget</b> <small>100% = Budget</small>
<b>Total Received</b>	<b>Prior Year % Increase (Decrease) Month to Month</b>	<b>Monthly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

*Fiscal Year 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	879,301	41%	205,301	761,018	129,107	538,376	141.35%
Feb	862,090	5%	199,445	960,463	165,288	703,663	136.49%
Mar	651,237	8%	149,126	1,109,589	121,371	825,034	134.49%
Apr	521,263	-7%	116,710	1,226,299	129,371	954,406	128.49%
May	728,840	-43%	166,413	1,392,712	157,165	1,111,570	125.29%
Jun	644,723	-32%	143,551	1,536,263	142,344	1,253,915	122.52%
Jul	688,429	24%	154,509	1,690,773	141,847	1,395,761	121.14%
Aug	749,509	-15%	171,599	1,862,372	161,753	1,557,514	119.57%
Sep	665,093	-1%	150,339	2,012,711	144,486	1,702,000	118.26%

*Fiscal Year 2023*

Oct	763,044	5%	175,523	175,523	125,450	125,450	139.91%
Nov	738,217	-18%	167,636	343,159	142,481	267,931	128.08%
Dec	713,376	-8%	161,580	504,739	131,051	398,982	126.51%
Jan	779,887	-11%	179,502	684,241	136,724	535,705	127.73%
Feb	956,893	11%	222,541	906,782	87,977	623,682	145.39%
Mar	0		0		115,942	739,625	
Apr	0		0		119,342	858,966	
May	0		0		148,945	1,007,911	
Jun	0		0		134,832	1,142,743	
Jul	0		0		135,785	1,278,528	
Aug	0		0		152,327	1,430,855	
Sep	0		0		136,812	1,567,667	



- 7. Review and consider taking action on Marvin Marcell Consulting Contract and setting priorities from the DCR Board of Directors.**





## Community and Legislative Representation Agreement

This Business contract between the Development Corporation of Richmond (“Corporation”) and Marvin Marcell, Government Relations Consultant (Marcell) is effective February \_\_, 2023 for a period of twelve months. Marcell is retained by the Corporation to provide legislative support and representation for the Corporation in connection with the 2023 Texas Legislative Session.

Marcell agrees to monitor for legislative issues that affect the Corporation and will counsel with the Corporation on advocacy responses as appropriate and then execute that agreed response. Further, Marcell will coordinate with Corporation leadership prior to the session in to determine specific legislative matters that should be initiated by the corporation and will pro-actively execute those agreed actions.

Marcell agrees, as requested, to meet with the Corporation Board and the City Commission to discuss Marcell’s obligations under this agreement and to receive guidance from the Corporation Board and City Commission related to the legislative agenda.

The Corporation agrees to pay Marcell \$3,000 per month for the period of this agreement and will pay expenses necessary to fulfillment of the agreement up to a maximum of \$5,000 for the term of this agreement.

Marcell agrees, each month, to file with the Corporation a report of his activities performed pursuant to this agreement. Marcell agrees to provide the Corporation with a list of other interests represented to assure that Marcell does not represent an interest with a conflict with the interests of the Corporation and the City. Marcell agrees to file documentation required for the provision of the services under this agreement. Marcell agrees to provide documentation of expenses requested for reimbursement.

This agreement may be terminated by either party upon thirty (30) days written notice, with Marcell being paid for all services through the date of termination.

(Signature Page Follows)

Marvin Marcell

Consultant

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Development Corporation of Richmond

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8. **Review an update on the Comprehensive Master plan for the City.**



**9. Future agenda items.**



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## 10. Adjournment



**DEVELOP**  
**RICHMOND**

EST. **TEXAS** 1837