



DEVELOPMENT CORPORATION of RICHMOND

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

Tuesday, April 11, 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/82784837859>

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 March 14, 2023.
5. Review Financial Reports through March 31, 2023.
6. Review and discuss the Executive Directors March and April Report.
7. Review and discuss IBC Bank Building.
8. Review and consider taking action on selecting a firm to create a Marketing Plan.
9. Future agenda items.
10. Adjourn to Executive Session, as authorized by Texas Government Code, Section 551.087, Deliberation Regarding Economic Development Negotiations and Section 551.072. Deliberation Regarding Real Property.

EXECUTIVE SESSION

In accordance with Chapter 551, Government Code, Vernon's Texas Code Annotated (V.T.C.A.) (Open Meetings Law), "The Board of Directors may meet in a Closed Executive Meeting pursuant to provisions of the Open Meetings Law, Chapter 551, Government Code, V.T.C.A. in accordance with the authority contained in the following section"; Section 551.087, Deliberation Regarding Economic Development Negotiations and Section 551.072, Deliberation Regarding Real Property.

E1. Firehouse

OPEN MEETING

11. Reconvene into Open Meeting, and take action on items, if necessary.
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.

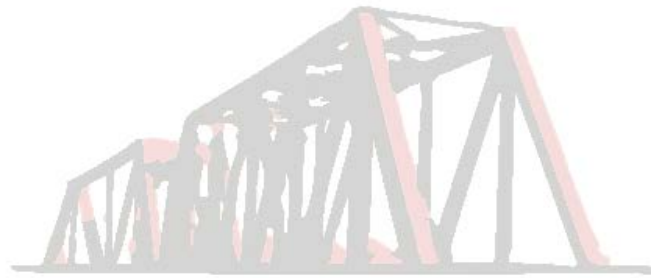
CERTIFICATE

I certify that the above notice of the meeting was posted on a bulletin board located at a place convenient to the public in the City Hall, Richmond, Texas, on the 5th day of April 2023, at ____ a.m./p.m.

Lasha Gillespie, City Secretary



1. Call to Order.



DEVELOP
RICHMOND
EST. TEXAS 1837

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

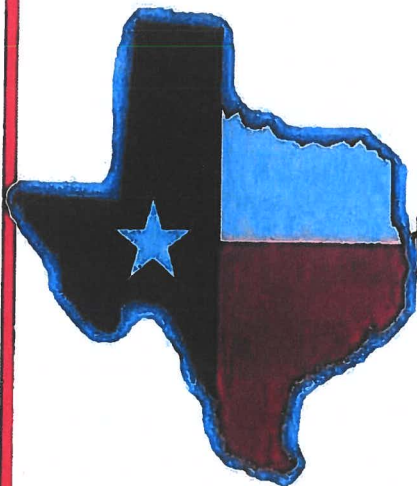


The United States Pledge of Allegiance:

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 March 14, 2023.





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 March 14, 2023, at 5:00 p.m. Directors in attendance included the following:

President, Kit Jones	City Manager, Terri Vela
VP, Tim Jeffcoat-Not Present	Economic Development Director, Jerry Jones
Secretary, Nancie Rain	City Attorney, Gary Smith
Cody Frederick-via Zoom	City Secretary, Lasha Gillespie
Becky Haas	
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 5:04 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.

- No one signed up to speak.

Agenda item A4. Review and consider taking action on the minutes of the regular meeting held on February 15, 2023

- Director Beard moved to approve the regular meeting held on February 15, 2023. Secretary Rain seconded. Motion passes unanimously.

Agenda item A5. Review and consider taking action on the minutes of the regular meeting held on March 7, 2023.

- Director Beard moved to approve the regular meeting held on March 7, 2023. Secretary Rain seconded. Motion passes unanimously.

Agenda item A6. Review Financial Reports through February 28, 2023.

- Finance Director Alderete provided data and depth on the financial report through February 28, 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.

Agenda item A7. Review and consider taking action on Marvin Marcell Consulting Contract and setting priorities from the DCR Board of Directors.

- Marvin Marcell, a Government Relations Consultant, addressed the board members. Mr. Marcell represents the city's interest at legislative sessions in Austin. Mr. Marcell provided an update on recently introduced bills that address issues affecting economic development. Mr. Marcell then spoke to the board members about his planned actions for keeping tabs on legislative matters and assured them that they are completely in the DCR's interest.
- Secretary Rain made a motion to approve the Marvin Marcell Consulting Contract for a period of twelve months. Director Beard seconded. Motion passes unanimously.

Agenda item A8. Review an update on the Comprehensive Master plan for the city.

- City Manager Vela provided some background information on the current Comprehensive Master Plan for the City, which defines initiatives for projects, services, and policies for a city and the area it surrounds. The current plan was adopted in 2014, thus an update is necessary. Kendig Keast Collaborative, the firm that created the current document, has been selected to create the new updated plan. CM Vela went on to say that we will be soliciting input along the way from the board.

Agenda item 9. Future agenda items.

- Director Beard requested updates on the AD HOC Committee (Marketing Plan), Myrtle Street, Fire Station and
- Director Haas requested an update on the IBC Bank Building.

Agenda item 10. Adjournment

- With no further action the meeting was adjourned at 6:12 p.m.

APPROVED:

Kit Jones, President

ATTEST:

Lasha Gillespie, City Secretary

5. Review Financial Reports
through March 31, 2023.





City of Richmond, TX

Balance Sheet

Account Summary

As Of 03/31/2023

Account	Name	Balance	
Fund: 800 - DEVELOPMENT CORPORTION FUND			
Assets			
800-1101	CLAIM ON CASH-DEVELOPMENT CORP	4,667,070.36	
800-1410	SALES TAX RECEIVABLE	343,158.64	
	Total Assets:	5,010,229.00	<u>5,010,229.00</u>
Liability			
	Total Liability:	0.00	
Equity			
800-2900	UNAPPROPRIATED SURPLUS	4,246,687.19	
800-2920	RESTRICTED	457,715.93	
	Total Beginning Equity:	4,704,403.12	
Total Revenue		1,130,995.43	
Total Expense		825,169.55	
Revenues Over/Under Expenses		305,825.88	
	Total Equity and Current Surplus (Deficit):	5,010,229.00	
	Total Liabilities, Equity and Current Surplus (Deficit):		<u>5,010,229.00</u>



City of Richmond, TX

Balance Sheet

Account Summary

As Of 03/31/2023

Account	Name	Balance	
Fund: 703 - DCR CAPITAL PROJECTS FUND			
Assets			
703-1101	CLAIM ON CASH-DCR CAPITAL PROJ	443,295.59	
	Total Assets:	443,295.59	<u>443,295.59</u>
Liability			
	Total Liability:	0.00	
Equity			
703-2900	UNAPPROPRIATED SURPLUS	441,716.62	
	Total Beginning Equity:	441,716.62	
Total Revenue		7,812.96	
Total Expense		6,233.99	
Revenues Over/Under Expenses		1,578.97	
	Total Equity and Current Surplus (Deficit):	443,295.59	
	Total Liabilities, Equity and Current Surplus (Deficit):		<u>443,295.59</u>



Income Statement Account Summary

For Fiscal: FY2023 Period Ending: 03/31/2023

	Current Total Budget	YTD Activity	Budget Remaining
Fund: 800 - DEVELOPMENT CORPORTION FUND			
Revenue			
RevenueCharacter: 40 - Taxes			
800-4010 SALES TAX REVENUE	1,567,667.00	1,051,525.35	516,141.65
RevenueCharacter: 40 - Taxes Total:	1,567,667.00	1,051,525.35	516,141.65
RevenueCharacter: 45 - Other			
800-4500 OTHER INCOME	5,000.00	0.00	5,000.00
RevenueCharacter: 45 - Other Total:	5,000.00	0.00	5,000.00
RevenueCharacter: 46 - Interest Income			
800-4600 INTEREST INCOME	75,600.00	79,470.08	-3,870.08
RevenueCharacter: 46 - Interest Income Total:	75,600.00	79,470.08	-3,870.08
Revenue Total:	1,648,267.00	1,130,995.43	517,271.57
Expense			
ExpenseCharacter: 53 - Supplies			
800-6291-53120 OFFICE SUPPLIES	2,500.00	1,416.10	1,083.90
800-6291-53121 POSTAGE	500.00	228.60	271.40
ExpenseCharacter: 53 - Supplies Total:	3,000.00	1,644.70	1,355.30
ExpenseCharacter: 56 - Purchased Services			
800-6291-56005 TRAVEL AND TRAINING	13,055.15	3,421.37	9,633.78
800-6291-56006 PERIODICALS AND MEMBERSHIPS	23,350.00	5,910.00	17,440.00
800-6291-56021 ADVERTISING	155,891.38	21,057.36	134,834.02
800-6291-56045 BANK FEES	5,000.00	261.12	4,738.88
800-6291-56048 MISCELLANEOUS EXPENSE	4,442.94	2,229.96	2,212.98
800-6291-56080 RESERVE FOR OPPORTUNITIES	678,503.00	0.00	678,503.00
800-6291-56081 TSTC COMMITMENT	100,000.00	100,000.00	0.00
800-6291-56083 CONTRACTED SERVICES	266,528.12	225,478.00	41,050.12
800-6291-56090 RICHMOND HISTORIC DISTRICT	51,965.18	41,249.16	10,716.02
800-6291-56091 FBC TRANSIT	75,000.00	75,000.00	0.00
ExpenseCharacter: 56 - Purchased Services Total:	1,373,735.77	474,606.97	899,128.80
ExpenseCharacter: 59 - Intergovernmental			
800-6291-59030 SALES TAX INCENTIVE AGREEMENTS	5,000.00	0.00	5,000.00
ExpenseCharacter: 59 - Intergovernmental Total:	5,000.00	0.00	5,000.00
ExpenseCharacter: 60 - Transfers Out			
800-6291-60000 TRANSFER TO OTHER FUNDS	255,650.00	188,150.00	67,500.00
800-6291-60007 CITY OF RICHMOND REIMB ALLOC	689,384.00	160,767.88	528,616.12
ExpenseCharacter: 60 - Transfers Out Total:	945,034.00	348,917.88	596,116.12
Expense Total:	2,326,769.77	825,169.55	1,501,600.22
Fund: 800 - DEVELOPMENT CORPORTION FUND Surplus (Deficit):	-678,502.77	305,825.88	
Total Surplus (Deficit):	-678,502.77	305,825.88	

Summary

Project Summary

Project Number	Project Name	Encumbrances	Total Budget	Date Range Budget	Beginning Balance	Total Activity	Ending Balance	Budget Remaining
16	Wayside Horns	0.00	1,439,452.42	0.00	1,356,525.64	0.00	1,356,525.64	82,926.78
18	Myrtle Street	27,388.97	415,901.36	0.00	393,767.24	1,233.99	395,001.23	-6,488.84
22	North 10th ST	0.00	299,900.43	0.00	0.00	0.00	0.00	299,900.43
38	Project MEAD	0.00	25,000.00	0.00	0.00	0.00	0.00	25,000.00
39	Project Neighbor	0.00	22,000.00	0.00	14,465.00	0.00	14,465.00	7,535.00
43	Project Whale	0.00	5,000.00	0.00	0.00	5,000.00	5,000.00	0.00
44	Project Bend	0.00	10,000.00	0.00	10,000.00	0.00	10,000.00	0.00
Report Total:		27,388.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	408,873.37

Group Summary

Group	Encumbrances	Total Budget	Date Range Budget	Beginning Balance	Total Activity	Ending Balance	Budget Remaining
DCR Capital Projects	27,388.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	408,873.37
Report Total:	27,388.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	408,873.37

Type Summary

Group	Encumbrances	Total Budget	Date Range Budget	Beginning Balance	Total Activity	Ending Balance	Budget Remaining
Capital	27,388.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	408,873.37
Report Total:	27,388.97	2,217,254.21	0.00	1,774,757.88	6,233.99	1,780,991.87	408,873.37

A Charming Past. A Soaring Future.



CITY OF RICHMOND, TEXAS
Monthly Sales Tax Analysis
For the period ending
March 31, 2023

FY2023



Sales Tax Analysis

DateKey

10/1/2022

3/31/2023

Summary of Performance

Quarter Label	Net Payment	SPA Collections	City Retained SPA	Gross City Collections	MUD Expense SPA	City Retained	Budget Amount	DCR Retained
Q1								
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
Total	2,214,637	393,933	198,252	1,709,898	-195,681	1,514,217	1,409,712	504,739
Q2								
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
6 - March	638,047	118,149	59,074	493,304	-59,074	434,230	409,657	144,743
Total	2,374,828	375,365	187,682	1,828,041	-187,682	1,640,359	1,203,586	546,786
Total	4,589,465	769,298	385,934	3,537,939	-383,363	3,154,576	2,613,298	1,051,525



Sales Tax Analysis

DateKey

10/1/2022

3/31/2023

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 (%)
Q1									
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%
Total	2,403,646	2,214,637	-7.86%	1,667,151	1,514,217	-9.17%	1,409,712	104,505	7.41%
Q2									
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%
6 - March	651,237	638,047	-2.03%	447,379	434,230	-2.94%	409,657	24,573	6.00%
Total	2,392,629	2,374,828	-0.74%	1,661,617	1,640,359	-1.28%	1,203,586	436,773	36.29%
Total	4,796,275	4,589,465	-4.31%	3,328,768	3,154,576	-5.23%	2,613,298	541,279	20.71%



Sales Tax Analysis

DateKey

10/1/2022

3/31/2023

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 (%)
Q1									
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%
Total	2,403,646	2,214,637	-7.86%	555,717	504,739	-9.17%	398,982	105,758	26.51%
Q2									
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%
6 - March	651,237	638,047	-2.03%	149,126	144,743	-2.94%	115,942	28,801	24.84%
Total	2,392,629	2,374,828	-0.74%	553,872	546,786	-1.28%	340,643	206,143	60.52%
Total	4,796,275	4,589,465	-4.31%	1,109,589	1,051,525	-5.23%	739,625	311,901	42.17%



Sales Tax Analysis

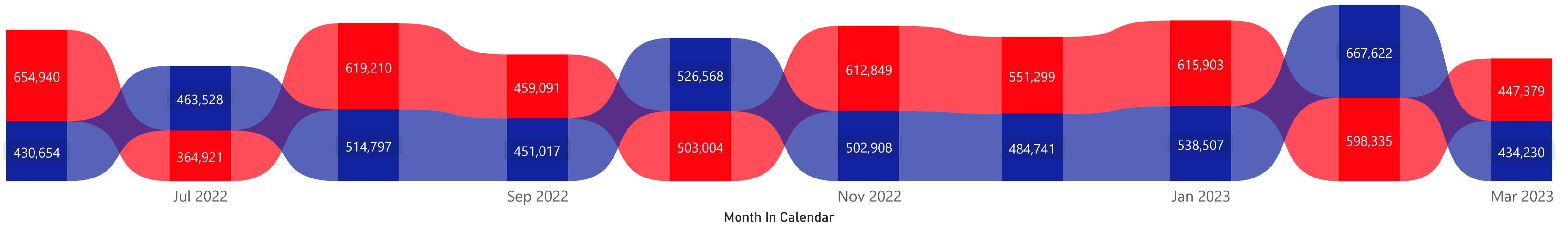
6/1/2022

3/31/2023

City Performance Graphs

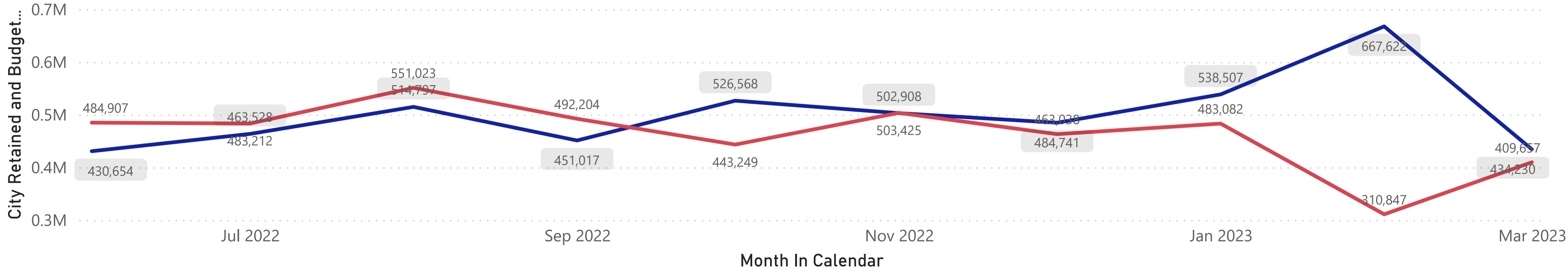
YOY Sales Tax Performance

● Prior Year City Retained ● City Retained



Sales Tax Performance Actual to Budget

● City Retained ● Budget Amount





Sales Tax Analysis

DateKey

6/1/2022

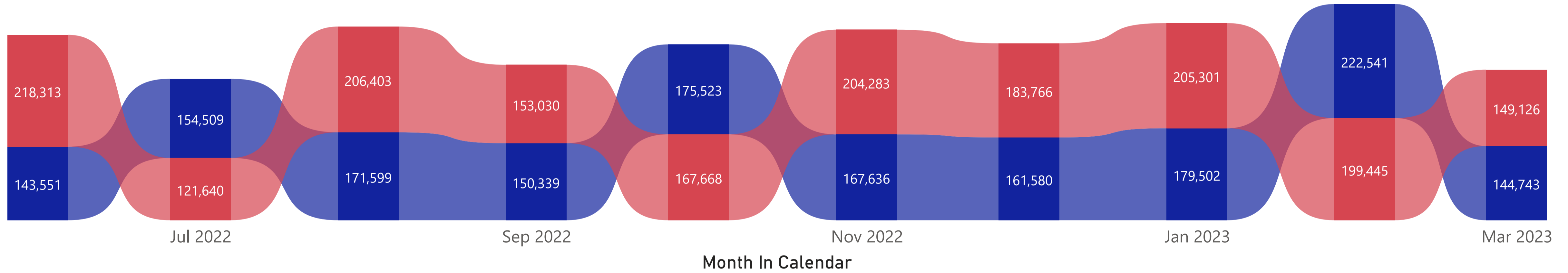
3/31/2023



DCR Historical Performance

YOY Sales Tax Performance

● DCR Retained ● DCR Prior Retained



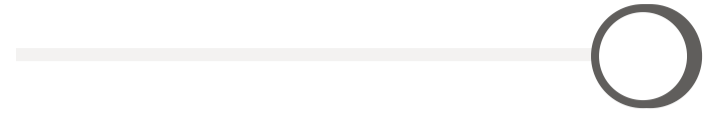


Sales Tax Analysis

DateKey

6/1/2022

3/31/2023

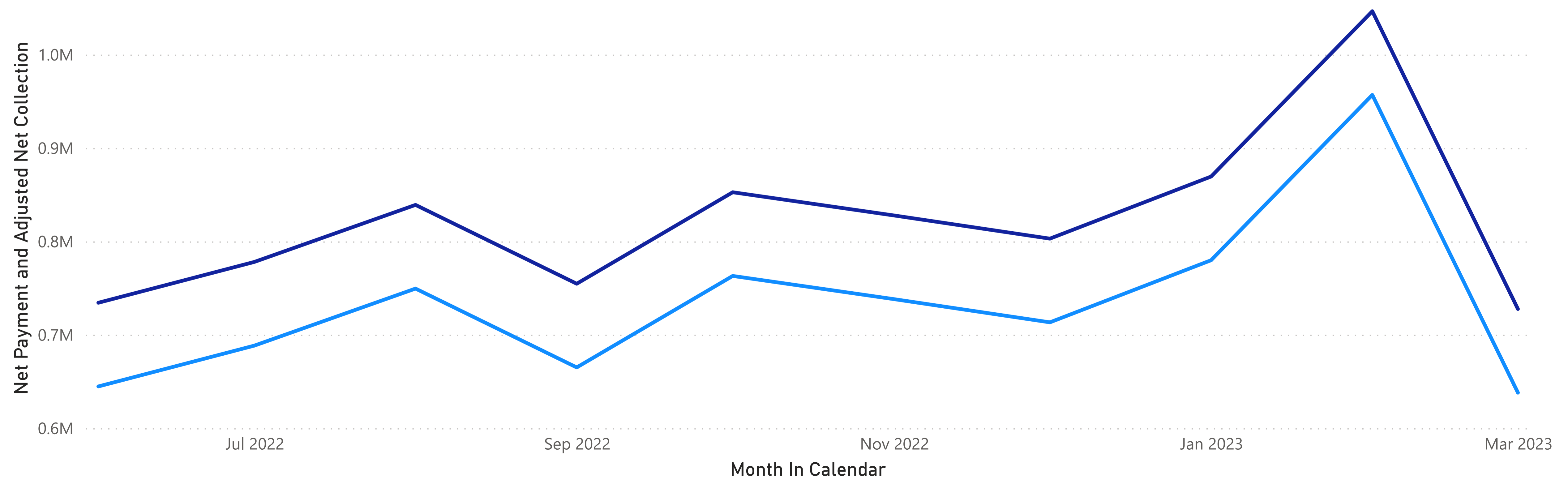


Adjusted Sales Tax Figures

Adjusted Sales Tax Collections Graph

Net Payment and Adjusted Net Collection by Month In Calendar

● Net Payment ● Adjusted Net Collection





Sales Tax Analysis

DateKey



Adjusted Sales Tax Table

Adjusted Sales Tax Table

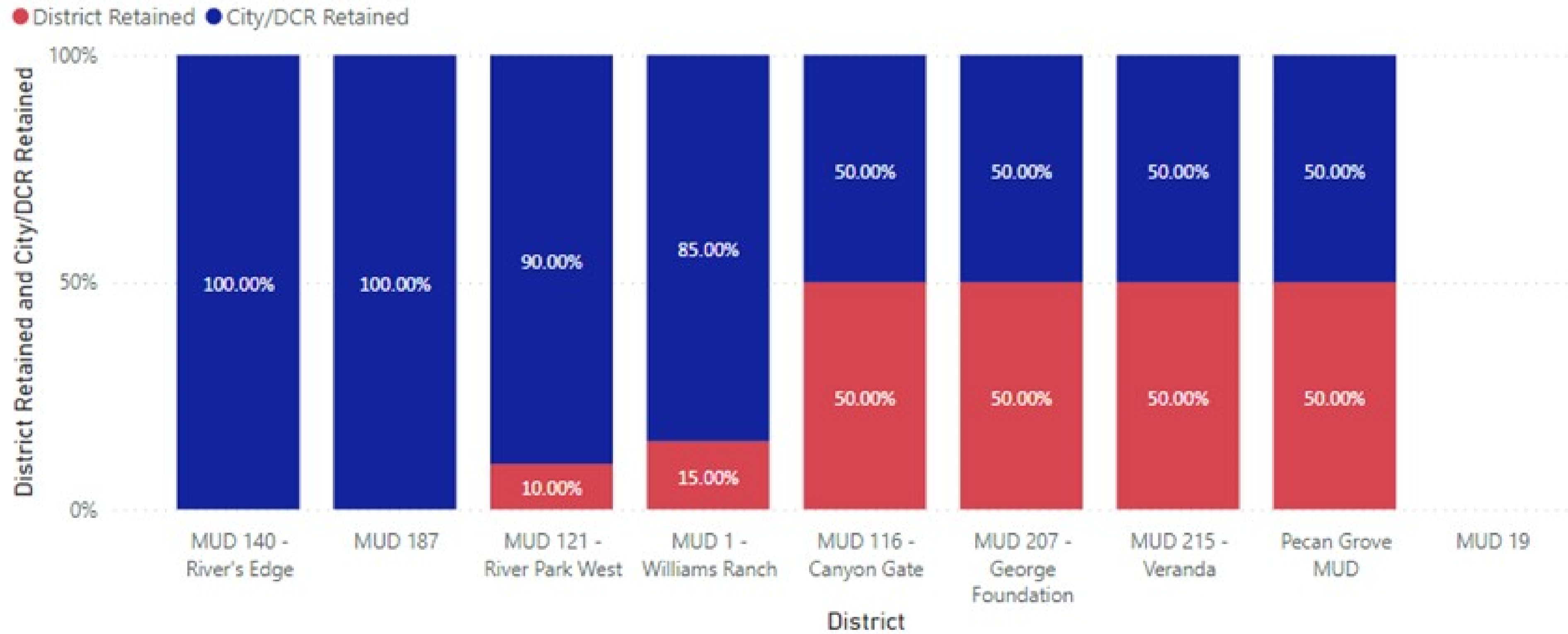
Month In Calendar	Net Payment	Adjustment	Adjusted Net Collection
6/1/2022	644,723	-89,612	734,335
7/1/2022	688,429	-89,612	778,041
8/1/2022	749,509	-89,612	839,121
9/1/2022	665,093	-89,612	754,705
10/1/2022	763,044	-89,612	852,656
11/1/2022	738,217	-89,612	827,829
12/1/2022	713,376	-89,612	802,988
1/1/2023	779,887	-89,612	869,499
2/1/2023	956,893	-89,612	1,046,505
3/1/2023	638,047	-89,612	727,659
Total	7,337,220	-896,120	8,233,340



Sales Tax Analysis

SPA Allocation Agreements Key

District Sales Tax Allocation



DEVELOPMENT CORPORATION OF RICHMOND
SALES TAX REVENUE

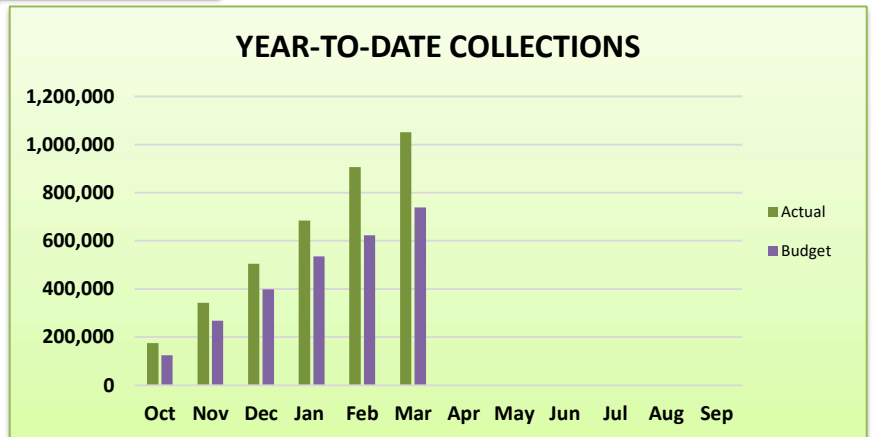
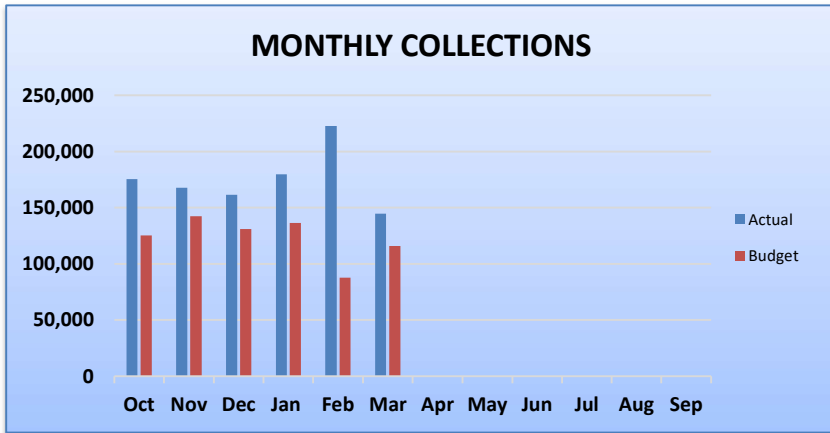
GROSS (Includes City & SPAs)			DCR ALLOCATION <i>Actual Income</i>		DCR BUDGET <i>Budgeted Income</i>		Year-to-Date Target to Budget 100% = Budget
Prior Year %			Monthly	Total Received Year-to-Date	Monthly	Total Budget Year-to-Date	
Total Received	Increase (Decrease) Month to Month						

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	638,047	-2%	144,743	1,051,525	115,942	739,625	142.17%
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	



6. Review and discuss the
Executive Directors March and
April Report.



DEVELOP
RICHMOND
EST. TEXAS 1837



Director's Report Provided By: Jerry W. Jones Jr.
March 2023

DCR's Mission and Strategic Priorities

Former Fire station Development

The Development Corporation of Richmond directed our staff to Conduct Roundtable discussions with developers and include our potential anchor tenant(s) in those discussions. The developers with similar projects within Greater Houston can be vital to creating something in this space that does not exist anywhere else in Fort Bend County. The Developers we meet with may or may not be interested in the project; however, they can add value to the discussion because their creative thought can contribute substantially to our development of the site plans, development plans, and building plans.

Identify Construction and Property Management firms who would have an interest in this project. The initiative is also something that we may benefit from, including our anchor tenants in this process as well.

Ask the Board of Directors to Create an Ad Hoc Committee for selecting the Construction and Project Management Firm. Update: Commissioner Beard and Director Cody Fredericks were appointed to serve on the committee. They are charged with fast-tracking recommendation(s) to the board on which firm would suit our needs best.

The Management Firm would assist us with selecting firms to begin moving the project towards the final steps of achieving stabilization for the project with tenants as we start to identify if and when we would like to sell the property and place it into the private sector.

Business Retention and Recruitment

CBRE Broker Lunch

Fort Bend EDC coordinated a lunch meeting amongst Fort Bend County's Economic Developers representing various cities and invited Billy Gold and Tom Lynch with CBRE Industrial. The meeting was at King Ranch Kitchen on Post Oak. It served as a meet and greet and allowed the Economic and Industrial developers to get to know each other, which will help us in the future as we may work together.

Meeting with Tanika Vital-Pringle, Global MBA

We met with Tanika Vital-Pringle, Global MBA. Ms. Pringle met a while back, and I assured her I would have her speak at our Small Business Breakfast Sessions. She confirmed her availability for March 22nd. Her story is amazing! She started her career on Wall Street as an Assistant Vice President at J.P. Morgan Chase & Co. and spent a decade of her career at the world's largest energy company, Royal Dutch Shell. At Shell, she contributed to Upstream (Wind Energy, Oil

Sands, Deep Water), Downstream (Chemicals - Polyethylene), Strategic Partnerships (UN & Tech Companies), Corporate Strategy Work, CSR, and Entrepreneurial Programming.

She has two decades of experience as an Intrapreneur in the global corporate ecosystem. Her metrics-centered methods have generated over \$100 Million in her career and enabled her to develop, manage and launch billion-dollar valued brands successfully. We can't wait to hear from her next week.

Judge George's Technology Taskforce Meeting

Judge KP George invited me to serve on his Technology Taskforce. As technological innovation and company movement increase in our country, the necessity of our task force only increases.

The taskforce reconvened on the campus of the University of Houston Sugar Land. We await the County's Strategic Plan as we continue to identify the best path forward to attract Tech-related businesses to our County and, more importantly, the City of Richmond. The initial meeting allowed us to discuss our vision, goals, and ways to increase business and economic development in the County. More details will follow as the County's Economic Development Strategic Plan continues to take shape. Fort Bend County lags in attracting relocations of Headquarters, which is astonishing, seeing that we have a County considered home to the most educated people in Greater Houston.

Meeting with Jack Belt

Met with Jack Belt to seek ways the EDC can assist staff in attracting new developments. The EDC staff recognizes their inability to connect commercial developers with communities seeking those types of developers. They are now identifying who would benefit the cities in Fort Bend if they were connected to available sites.

Potential Investment and Job Creation Prospects

C. Jackson Developer

Mr. Jackson was a developer in Houston who branched into Louisiana and has since relocated back to Houston. He contacted me wanting to identify where he can provide rehabilitated housing options. We will continue to reach out to him. He has taken an initial interest in the North Richmond area.

Meeting with Nathan McCall

Met with Mr. McCall and discussed the status of the Meadery in our city. They have completed all the necessary permits needed from the Federal and Local governments.

Update Email with AFW

Staff spoke with the consultant working with AFW. They told me they are still navigating through some details with the Seller, but the conversations are going well. They have assured me they will stay in contact with me and keep me informed of any issues.

Meeting with Indigo Development

Indigo has taken off. An article was released in the Houston Chronicle highlighting our new development project in Richmond's ETJ. The Economic Development Staff has connected the Indigo team with the SBA Director Tim Jeffcoat, who has linked them with his staff. We are now joining their team with bankers and community developers. We are hosting our "Coffee at the BLOCK" event in May during a day of activities they have planned to continue to build interest in the site. The Coffee at the BLOCK event will fall within the theme of the event, stretching the entirety of the day. The theme for the day is Brewers, Bakers & Changemakers. This event is set for Tuesday, May 9, at 8 am @ Indigo. More information will come from this opportunity. Developers are excited about this development, and many believe that the value of the development will inch further up than anticipated.

Lunch Jerry/Roger

Roger with George Foundation and I met to discuss the future of the Convention Center project and how we can become proactive as it relates to attracting additional interest from other developers. Matt Lau and I are discussing next steps.

Promotes Availability of Sites/Buildings

Assistance with site project:

IBC Bank with Peter Jacobs

We discuss a proposed development and examine how this project conforms to the code requirements. We will continue to work with the firm and identify how a viable product can bring value to the site and its surrounding area.

Meeting w/ Jennifer Raymond

Met with Jennifer to discuss potential projects in Richmond. We are working to connect her with owners of properties we feel can attract additional commercial developments to our community.

Pre- Application Meetings: These are initial conversations; nothing is final. They are just gaining information on what would be needed to make the project happen.

Pre-Application Conference - 4125 Williams Way Blvd - Remodel for new Mosque

Re 99/90 development

Pre-Application Conference - 924 FM 359 Retails Center + Apartments

DCR Strategic Plan

We want to ensure that our department operates with all the tools and resources necessary to assist us with growing the city. I am placing the Strategic Plan in front of you because it is dated, and we need to consider how best to proceed with refreshing this document once we complete the marketing study. It's important because when an initiative comes forward as the Director, it will allow me to move towards your vision and not respond to everything I know to be considered textbook Economic Development. It will also enable the board to refresh their thoughts on the city and what initiatives we may need to revisit to address the planned initiatives within the documents and, more importantly, the department's functionality.

Target Industries

POB Meeting and HX Workshop

Innovation Council / Stakeholder Roundtable and Workshop: In collaboration with FBEDC, Houston Exponential (HX) led a roundtable discussion and workshop exercise with key Fort Bend Innovation stakeholders.

Objectives:

1. To identify the “muse” and target entrepreneur that exists and will exist in the Ft. Bend cities
2. To collectively discuss what assets, benefits, and opportunities Ft. Bend cities make available for entrepreneurs
3. To have consensus on how innovation and entrepreneurship will be communicated in the short term; collectively and independently with each of the cities and the county (we will discuss best practices)
4. To identify collective ambassadors and launch a Fort Bend Ambassador program that will promote entrepreneurship and innovation in Ft. Bend Timing: Preferred prior to 1st week of February – 3 hours / 1 day; in person; identified invites

The support for entrepreneurs in our County is rare when it comes to Startups. We have a lot of work to do within our cities to ensure our small businesses can thrive in our communities.

Short and Long-range Plans, Program Development, Special projects

CFBC Workforce Division Meeting

The Division met to finish the details on Technology Day and Health & Wellness Day. These two days are held to build our future workforce by highlighting our businesses to local high school students from Lamar ISD's CTE pathway program. This event is part of the Central Fort Bend Chamber's focus on Workforce Development in Fort Bend County.

Marketing

City of Richmond Facebook and Instagram

(Last 28 days)

Post reach	25,950
Post engagement	5,416New
Page Followers	92
Reactions	1,216
Comments	200
Shares	148
Photo views	1,171
Link clicks	91

Audience:

Men	Women
25.50%	74.50%

Women

35-44 28% the highest group
45-54 18% next highest

- Men 35-44 ranked the highest in men at 9%

Richmond, TX	1,479
Rosenberg, TX	1,247
Pecan Grove, TX	999
Houston, TX	956
Sugar Land, TX	561
Mission Bend, TX	227
Cinco Ranch, TX	197
Needville, TX	178
Katy, TX	165
Fulshear, TX	126

Development Corporation of Richmond Facebook and Instagram

(Last 28 days)

Post reach	9,675
Post engagement	1,334
New Page Followers	10
Reactions	81
Comments	7
Shares	7
Photo views	4
Link clicks	341

Audience:

Men	Women
22.50%	77.50%

Women

35-44 29% the highest group
45-54 23% next highest

- Men 35-44 ranked the highest in men at 10%

Richmond, TX	83
Rosenberg, TX	80
Pecan Grove, TX	66
Houston, TX	54
Sugar Land, TX	39
Mission Bend, TX	18
Cinco Ranch, TX	14
Needville, TX	12
Katy, TX	12
Fulshear, TX	9

City of Richmond LinkedIn
(Last 28 days)

Page views	54
	Up by 92.9%
Unique visitors	23
	Up by 76.9%
Custom button clicks	0

Total followers	282
New followers in the last 29 days	31
	Up by 34.8%

Competitors

	<u>Page</u>	<u>Followers</u>	<u>New Followers</u>
1.	Houston	79,761	734
2.	Harris County	26,575	533
3.	Sugar Land	6,383	156
4.	Pearland, Texas	4,359	108
5.	Fort Bend County	5,779	98
6.	Missouri City	2,230	49
7.	Richmond TX	282	31
8.	Katy	1,223	26
9.	Rosenberg	786	17
10.	Stafford, TX	388	1

Organic Metrics

	<u>Total Engagements</u>	<u>Total Post</u>	
1.	Houston	817	176
2.	Pearland	177	9
3.	Missouri City	76	2
4.	Rosenberg	65	1
5.	Sugar Land	52	2
6.	Richmond TX	19	4
7.	Katy	0	0
8.	Stafford, TX	0	0
9.	Fort Bend County	1	0
10.	Harris County	0	0

Development Corporation of Richmond LinkedIn
(Last 28 days)

Page views	30
	Down by 3.2%
Unique visitors	18
	Up by 5.9%
Custom button clicks	2

Total followers	371
New followers in the last 29 days	19
	Down by 40.6%

Competitors

<u>Page</u>	<u>Followers</u>	<u>New Followers</u>
1. Pearland Economic Development Corporation	1,490	72
2. Katy Area Economic Development Council	1,380	53
3. Fort Bend Chamber of Commerce	1,654	49
4. Fort Bend County EDC	1,109	29
5. Conroe Economic Development Council	901	27
6. Central Fort Bend Chamber	892	23
7. Develop Richmond Tx	371	19
8. Tomball Economic Development Corporation	208	8
9. Rosenberg Economic Development Corporation	61	0
10. UH Fort Bend County SBDC	20	1

Organic Metrics

	<u>Total Engagements</u>	<u>Total Post</u>
1. Pearland Economic Development Corporation	409	9
2. Katy Area Economic Development Council	307	21
3. Fort Bend County EDC	215	12
4. Conroe Economic Development Council	194	14
5. Fort Bend Chamber of Commerce	146	16
6. Central Fort Bend Chamber	98	11
7. Develop Richmond Tx	70	5
8. Tomball Economic Development Corporation	60	7
9. Rosenberg Economic Development Corporation	0	0
10. UH Fort Bend County SBDC	0	0

Direct or In-kind Support for Community Events

HRA Art in the Bend

Event is scheduled for:

March 25, 2023
Art Festival on Morton St.
Historic Richmond Texas
10 am – 5 pm

Movies at Wessendorff Park and Light of Hope
March 31, 2023

Network w/ Agencies, Organizations, Business

Local

Grand Opening of Convenience Store 2120 Thompson Hwy.

State of the City- Rosenberg

Regional

2023 Partnership Week: Annual Meeting & Member Expo

The annual Meeting was SOLD OUT. The Partnership's 2023 Annual Meeting featured incoming chair Dr. Marc L. Boom, President & CEO of Houston Methodist, as he reinforced the Partnership's, Strategic Pillars. Bob Harvey, Partnership President, CEO, and outgoing chair Thad Hill, President & CEO of Calpine Corporation, also presented. Before the show, members gained access to networking at the Member Expo and learned how to engage in the Partnership.

Annual Meeting kicks off Partnership Week, a multi-day experience for members and friends of the Greater Houston Partnership, offering dynamic opportunities to connect with the region's business community and learn about the many ways members can become involved in the organization's mission.



Director's Report Provided By: Jerry W. Jones Jr.
April 2023

DCR's Mission and Strategic Priorities

Fort Bend EDC Board of Directors Meeting

Dan Ujcz from Thompson Hine LLP presented to the Fort Bend EDC. I added the presentation slides as supporting details after my report. If you enjoy data, you will love these facts and figures.

Business Retention and Recruitment

Indigo Commons Event

Brewers, Bakers & Changemakers

Tuesday, May 9

8 am @ Indigo

Indigo is continuing to put Richmond on the map! They are being highlighted and mentioned in several publications and are also being cited in spaces that address urban sprawl, community development and identifying communities that reduces its need for parking, cars and instead use other forms of mobility modes. We are hosting the Coffee at the Block in May at Indigo to kick off their celebration and assist them with potential vendors who may be interested in moving their business to the town center in Indigo. This inaugural event will be more than just a kickoff—it is our way of welcoming you to Indigo. This will be the first opportunity for you to get all the details about the small business offerings they will have in Indigo Commons.

Richmond Small Business Breakfast w Tanika Vital-Pringle, Global MBA

Tanika Vital-Pringle, Global MBA served as the guest speaker for our Richmond Small Business Breakfast. She did an outstanding job. She brought her experiences and stories to life especially with identifying why it is important to connect your brand to who you are.

She started her career on Wall Street as an Assistant Vice President at J.P. Morgan Chase & Co. and spent a decade of her career at the world's largest energy company, Royal Dutch Shell. At Shell, she contributed to Upstream (Wind Energy, Oil Sands, Deep Water), Downstream (Chemicals - Polyethylene), Strategic Partnerships (UN & Tech Companies), Corporate Strategy Work, CSR, and Entrepreneurial Programming.

She has two decades of experience as an Intrapreneur in the global corporate ecosystem. Her metrics-centered methods have generated over \$100 Million in her career and enabled her to develop, manage and launch billion-dollar valued brands successfully. We can't wait to hear from her next week.

Judge George's Consular General Luncheon

I was invited to attend the Consular General Luncheon hosted by Judge KP George. There were Consular Generals from all over the world. The connection between the luncheon and those generals was to welcome them to Fort Bend County and encourage them to make connections with the County and Cities who attended the luncheon for future business opportunities.

Meeting with Tori Rayne

Had the opportunity to connect with a great work colleague who served as the director of the Fort Bend County Area Small Business Development Center before moving into a new role. She has since returned to help fill the role of Stacy Jacobs who no longer serves in this capacity. We discussed small business needs and resources available to them. We have expressed that later we will sit and visit on a physical presence for the Center that could make their services available to residents in Richmond more accessible.

Meeting with Claudia Wright

Met with Claudia, who was representing a client who had about 50 acres that they are selling and wanted to know what resources or insight I could provide her to assist her clients. We discussed ways that the property's future could mutually benefit both her clients and the city's best interest on behalf of the citizens.

Potential Investment and Job Creation Prospects

Tech Day and Health Day by the Central Fort Bend Chamber

Ordinarily this was a one-day event however it was split into two days this year and was held at the University of Houston Sugar Land. This annual event serves to entice students to take interest in career fields that feeds local businesses a future workforce. Bella Media got great shots of this event.

Promotes Availability of Sites/Buildings

Meeting w/ Jennifer Raymond

Met with Jennifer to discuss potential projects in Richmond. We are working to connect her with owners of properties we feel can attract additional commercial developments to our community.

Pre- Application Meetings: These are initial conversations; nothing is final. They are just gaining information on what would be needed to make the project happen.

Pre-Application Conference: 2631 & 2635 FM 762 Rd (mixed-use & C-store)

Pre-Application Conference: 5250 FM 1640 (replat)

Pre-Application Conference - 735 Plantation and 2015 Harlem Rd (replat)

Meeting with Revive development

Pre-Application Conference - 515 Austin Street – daycare

Pre-Application Conference: 310 Morton St, Richmond, TX 77469 (Online Business Model)

Pre-Application Conference: 1406 Munson Valley Rd. (Home and Community Based Services. UDC

DCR Strategic Plan

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Pre-Bid Meeting - Economic Development Dept Buildout - MUD2205

PGAL and the Public Works team hosted the Pre-Bid meeting for the Economic Development Buildout project. More information will come once bids are received, reviewed and Howard is ready to present additional information.

Target Industries

Short and Long-range Plans, Program Development, Special projects

CFBC Workforce Division Meeting

The Division met to finish the details on Technology Day and Health & Wellness Day. These two days are held to build our future workforce by highlighting our businesses to local high school students from Lamar ISD's CTE pathway program. This event is part of the Central Fort Bend Chamber's focus on Workforce Development in Fort Bend County.

Marketing

City of Richmond Facebook and Instagram

(Last 28 days)

Post reach	19,853
Post engagement	5,143
New Page Followers	133
Reactions	1,058
Comments	164
Shares	148
Photo views	1,269
Link clicks	165

Richmond, TX	1,508
Rosenberg, TX	1,274
Pecan Grove, TX	988
Houston, TX	957
Sugar Land, TX	586
Mission Bend, TX	243
Cinco Ranch, TX	182
Needville, TX	179
Katy, TX	170
Fulshear, TX	130

Audience:

Men	Women
25.40%	74.60%

Women

35-44 28% the highest group
45-54 18% next highest

- Men 35-44 ranked the highest in men at 9%

Development Corporation of Richmond Facebook and Instagram

(Last 28 days)

Post reach	6,747
Post engagement	1,231
New Page Followers	16
Reactions	71
Comments	7
Shares	10
Photo views	143
Link clicks	163

Richmond, TX	90
Rosenberg, TX	85
Houston, TX	65
Pecan Grove, TX	55
Sugar Land, TX	39
Mission Bend, TX	16
Needville, TX	12
Katy, TX	11
Missouri City, TX	11
Cinco Ranch, TX	10

Audience:

Men	Women
22.40%	77.60%

Women

35-44 29% the highest group
45-54 23% next highest

- Men 35-44 ranked the highest in men at 10%

City of Richmond LinkedIn
(Last 28 days)

Page views	50
	Up by 11.1%
Unique visitors	21
	Up by 10.5%
Custom button clicks	3

Total followers	307
New followers in the last 29 days	33
	Down by 10.8%

Competitors

<u>Page</u>	<u>Followers</u>	<u>New Followers</u>
1. Houston	80,194	764
2. Harris County	26,839	486
3. Sugar Land	6,487	143
4. Fort Bend County	5,838	104
5. Pearland, Texas	4,416	93
6. Missouri City	2,255	43
7. Richmond TX	307	35
8. Rosenberg	803	21
9. Katy	1,234	18
10. Stafford, TX	392	6

Organic Metrics

	<u>Total Engagements</u>	<u>Total Post</u>
1. Houston	769	144
2. Missouri City	454	10
3. Sugar Land	331	7
4. Pearland	196	9
5. Rosenberg	70	0
6. Richmond TX	18	4
7. Katy	0	0
8. Stafford, TX	0	0
9. Fort Bend County	0	0
10. Harris County	0	0

Development Corporation of Richmond LinkedIn
(Last 28 days)

Page views	45
	Up by 66.7%
Unique visitors	25
	Up by 25%
Custom button clicks	0

Total followers	379
New followers in the last 29 days	17
	Down by 41.7%

Competitors

<u>Page</u>	<u>Followers</u>	<u>New Followers</u>
1. Fort Bend Chamber of Commerce	1,685	51
2. Fort Bend County EDC	1,137	35
3. Pearland Economic Development Corporation	1,520	35
4. Katy Area Economic Development Council	1,401	28
5. Conroe Economic Development Council	920	21
6. Central Fort Bend Chamber	905	21
7. Develop Richmond Tx	379	17
8. Tomball Economic Development Corporation	212	5
9. UH Fort Bend County SBDC	22	1
10. Rosenberg Economic Development Corporation	61	0

Organic Metrics

	<u>Total Engagements</u>	<u>Total Post</u>
1. Fort Bend Chamber of Commerce	334	47
2. Pearland Economic Development Corporation	291	8
3. Fort Bend County EDC	246	13
4. Conroe Economic Development Council	221	20
5. Central Fort Bend Chamber	163	13
6. Katy Area Economic Development Council	146	23
7. Develop Richmond Tx	68	4
8. Tomball Economic Development Corporation	42	6
9. Rosenberg Economic Development Corporation	0	0
10. UH Fort Bend County SBDC	0	0

Direct or In-kind Support for Community Events

HRA Art in the Bend

This was a great event. It caught buzz throughout social media and was even referenced in our local newspaper. Estimates are around 5,000 was in attendance.

Movies at Wessendorff Park and Light of Hope

This was also a great event and well attended. More than 200 present.

Network w/ Agencies, Organizations, Business

Local

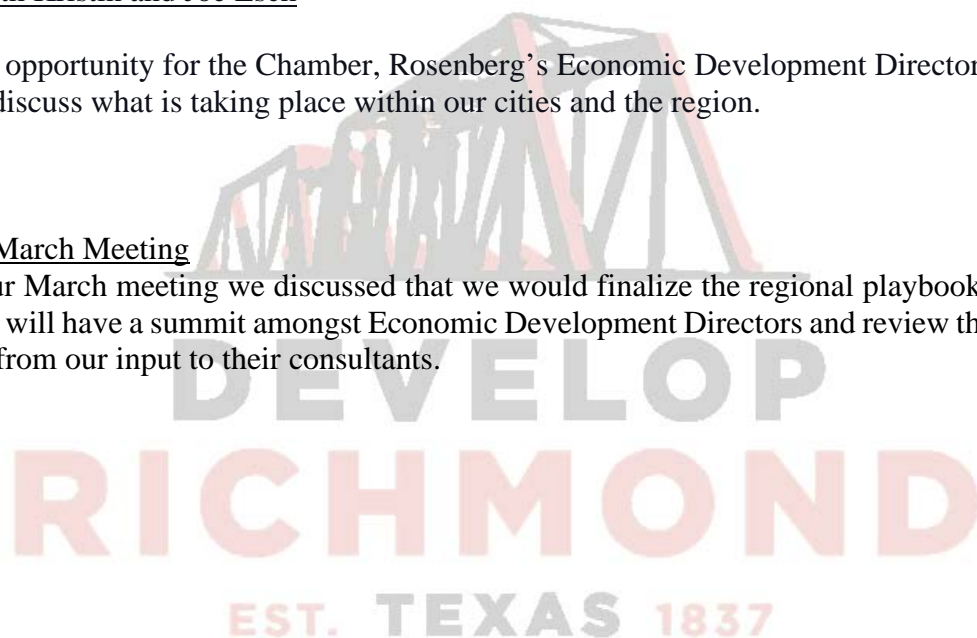
Coffee with Kristin and Joe Esch

This is an opportunity for the Chamber, Rosenberg's Economic Development Director and I to visit and discuss what is taking place within our cities and the region.

Regional

HREDA March Meeting

During our March meeting we discussed that we would finalize the regional playbook. Later this month we will have a summit amongst Economic Development Directors and review the playbook provided from our input to their consultants.





THOMPSON
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Always Innovating



Dan Ujczó
March 16, 2023

This presentation is intended for the general information of individuals and organizations on matters of current interest. It is not legal advice. Participants should not act on the information in this presentation without professional counsel. Participating in or viewing this presentation is not intended to establish and does not establish an attorney/client relationship with Thompson Hine LLP.

118th Congress



- House majority flips to **R**
 - Speaker McCarthy
 - Rules Changes
 - Check on Biden Agenda
- Senate majority moves slightly **D** (51/49)

118th Congress—Key Issues

- House Investigations
- Debt Ceiling
- War in Ukraine
- China
- Svb—more shoes to drop?
- Supply Chain



Hot Topics

TRANSPORTATION

- 118th Congress
- Rail Derailments and Safety
- OSRA '22 Implementation & Ocean Industry Issues
- Driver Classification and FMCSA Update
- FAA and STB Update

TRADE

- Section 301 Tariffs
- Forced Labor
- USMCA
- Inflation Reduction Act
- Build American/Buy American

TRANSPORTATION HOT TOPICS

Rail Derailments & Safety

- Railroad Safety Act
- DERAILED Act
- Hazmat focus
- DOT/FRA/EPA
- States & Localities



Rail Derailments & Safety



- Community and industry impacts
- Rail cars maintenance and inspection
- Labor—2 man crews
- Costs/shipment delays?

OSRA22 Technical Corrections Bill



- DOT to set an “open data” std. for maritime logistics
- Prohibition Against Chinese Logistics Platforms
- Independent Study of China’s Shanghai Shipping Exchange

OSRA '22 Implementation

- **FMC Rulemakings**
 - Unreasonable Refusals to Deal—*Supplemental NPRM*
 - D&D Billing Requirements
 - Unreasonable Discrimination
 - D&D Reasonableness
- FMC Charge Complaints
- GAO Study on Hazmats
- Chassis Best Practices

Ocean Issues to Watch

- ILWU / PMA contract
- 2M Disbandment 2025
- FMC Maritime Transportation Data Initiative
- Intermodal rail demurrage



Trucking Update: DOL Rulemaking



- DOL Independent Contractor rulemaking
- Affects classification of drivers as “contractors” or “employees” under FLSA

DOL Rulemaking



Rule applies broadly to most industries, including trucking



Involves a highly fact-specific inquiry



Burden on trucking companies that rely on independent contractor model to show that their drivers qualify as independent workers and not employees



Differs from CA AB-5 (ABC Test)



Impacts on capacity and interstate commerce

DOL Rulemaking

Factors to be Considered:

- Opportunity for profit or loss depending on managerial skill
- Investments by the worker and the employer (capital and entrepreneurial)
- Exclusivity of work relationship
- Degree of control (scheduling, prices, ability to work for others)
- Extent to which the work performed is an integral part of the employer's business
- Skill and initiative
- Any other relevant factors

FMCSA Update



Broker Financial Responsibility:
NPRM Issued 1/5/23



Automated Driving Systems CMVs:
NPRM 2/1/23



Automatic Emergency Braking Systems: *Projected NPRM 3/23*



Safety Fitness Procedures:
Projected ANPRM 3/23



Heavy Vehicle Speed Limiters:
Projected SNPRM 6/23



Air (FAA) and Rail (STB) Update

- **FAA NOMINEE:** Washington hearing
- **NOTAM BACKUP:** Following national groundstop
- **RUNWAY SAFETY:** Surface Safety Risk index to measure runway collision risks
- **NAS MODERNIZATION:** Tech., ops., management
- **SERVICE/LABOR:** Strike averted but systemic challenges continue
- **MERGERS:** CP/KCS
- **COMPETITION:** Reciprocal Switching (EP 711)
- **RATES:** Final Offer Rate Review; Voluntary Arbitration of Rate Disputes

INTERNATIONAL TRADE HOT TOPICS

The Balance and Costs of Trade?

- Inflation – Costs will go up? Whether we can reach 2% target
- Worker-Centric Trade – Costs, Compliance Procedures with HR, Collective Bargaining as Default?
- Manufacturing / Industrial Policy / “Friendshoring” – Buy America(n) and definition of FTAs
- Climate Change / “Green Shoring”

China Section 301 Developments



- Section 301 tariffs (Lists 1, 2, 3 and 4A) still in effect on \$350 million in Chinese goods
- 6,804 product exclusions granted
- No current product exclusion process – most exclusions have expired
- 81 (of 99) COVID-19 product exclusions extended through May 15, 2023
- 352 product exclusions expiring Dec. 31, 2022, extended through Sept. 30, 2023

China Section 301 Developments *(cont.)*

- China Section 301 tariffs currently subject to USTR four-year review
- Comments portal closed Jan. 17, 2023 – 1500 responses on continuation, termination, new product exclusion process, and *de minimis* decrease (\$800 to \$200)
- **Likely outcome:** Continuation with new product exclusion process
- Tariffs are now status quo, and U.S. government wants negotiating chip with China

China Section 301 Developments *(cont.)*

- CIT Section 301 tariff refund litigation over Lists 3 and 4A products (Sept. 2020)
- **Initial CIT April 2022 ruling:** Within President's authority to assess these tariffs, but USTR did not follow Administrative Procedure Act when it failed to provide adequate responses and explanations
- On remand, CIT instructed USTR to show adequate responses and explanations
- February 7, 2023 oral argument on August 1, 2022 USTR remand determination
- Final CIT decision expected by summer – vacate tariffs, further remand or affirm
- Any decision will be appealed by losing side to CAFC; CAFC decision could be appealed to and certified by U.S. Supreme Court
- **Outcome:** This won't be resolved for a long time

Substantial Transformation

Trendlines in post-COVID environment

Vietnam, Philippines, India, Thailand, Taiwan, Mexico, favorable if originate/“start there” and still acceptable if final assembly/finishing in China. “Rebalance by Reversal” (e.g., “steel from global sources”)



Focus on “Enabling Technology” (e.g., security cameras, PCBAs)



Pharmaceuticals/APIs, Automotive/Aerospace (EVs, batteries), Chemicals, Metals, Critical Minerals warrant close attention, less so on consumer goods

“At the Border” Issues

- CBP push for import certifications or permits for pharma and other life sciences.
- APIs will be a focus of “at the border” issues



Forced Labor Legal Trends



2012

California Transparency
in Supply Chains Act



2015

UK Modern
Slavery Act



2018

EU Non-Financial
Reporting Law



2020

Dutch Child
Labor Due
Diligence Law



2021

Uyghur Forced Labor
Prevention Act



2022-2024

EU Forced Labor Ban
Proposal



2015

US Trade Facilitation &
Trade Enforcement Act



2017

French Duty
of Care Law



2019

Australia
Modern
Slavery Act



2021

German Human
Rights Due
Diligence Law



2022-2024

EU Directives on
Corporate Sustainability
Due Diligence and
Corporate Sustainability
Reporting



U.S. Forced Labor Trends

- 54 active WROs and 9 findings
- 35 WROs and 5 findings related to China



Focus on Xinjiang

- Xinjiang Business Advisories, issued in 2020 and 2021, warn companies about the import/export risks of doing business in certain industries and in the region
- Uyghur Forced Labor Prevention Act (UFLPA) was signed into law and became effective on June 21, 2022
- UFLPA establishes a rebuttable presumption that imports of goods produced in whole or in part in the XUAR or involving a UFLPA Entity List person are produced from forced labor



2023 – Forced Labor Focus



- Continued focus on supply chains tied to Xinjiang with spotlight on new industries
- Certain industries move out of spotlight as these industries improve supply chain management, but continue to see detentions
- CBP's enhanced resources continue to lead to new WROs
 - Companies should pay close attention to DOL List and news reports

Outside the United States

EU Corporate Due
Diligence Directive

EU Forced Labor
Proposal

EU Corporate
Sustainability Reporting
Directive

Canada – Modern
Slavery Act



And More China

- Export Controls
- CFIUS / FDI
- Investment in China (semi-conductors)
- Various Congressional Committees and Reviews



Key USMCA Developments



- Rapid Response Labor Enforcement Mechanism (May 2023)
- Labor Value Content / Forced Labor
- Key Disputes (e.g., auto ROO) and Potential Retaliation
 - Expect new US-CBP guidance on Auto RoO and Uniform Regs

Key USMCA Developments



- USMCA PSRO & Auto ROO + Substantial Transformation when 301, 232, 201 and AD/CVD
- Certification of Origin (verb) vs. Certificate of Origin
 - Know your supplier's supplier
- Terms and Conditions

Key IRA Developments

- **Inflation Reduction Act of 2022 (IRA)**
 - Comments pending with Treasury and expected in March 2023 – “substantially all of the manufacturing or assembly activity” and definition of FTA
 - Tax vs. Trade Dispute (Canada, Mexico, E.U., Japan)
 - Extensions of existing programs likely acceptable; new investment credits (e.g., EVs) likely subject to challenge
 - Large focus on processing of critical minerals



Key BAA Developments



- **Buy American Act (BAA)**
 - Steel and Iron thresholds increasing to 60% (October 2022), 65% (2024) and 75% (2029)
 - Fallback to 55% if not available
 - Commercial Off the Shelf, WTO Government Procurement Agreement, and Domestic Content Test all remain in effect
 - Price Preference program

Key BABA Developments

- **Build America, Buy American**

- Broader types of projects (broadband, telecom, etc.)
- Iron and Steel – Melted And Poured
- Construction Materials – 60%
- Manufactured Products – 60% AND manufactured in U.S.
- COTS limited only to 60% threshold – still must be in U.S.
- Still unclear as to WTO GPA



Biden Administration and FTAs

No further FTA discussions with EU, UK and Kenya (currently, 14 FTAs with 20 countries)

No renewal of TPA (expired July 2021) needed or required (i.e., no Congressional involvement); executive agreement mechanism only

No FTAs addressing market access issues and lower tariff barriers expected the next two years

Biden Administration and FTAs *(cont.)*

Trade framework/dialogue talks launched instead

- India-Pacific Economic Framework (IPEF) on certain trade issues, supply chains, clean energy, infrastructure, anti-corruption, etc.; reestablish U.S. economic presence in Asia in the wake of Trans-Pacific Partnership (TPP) withdrawal
- December 2022 U.S. Memorandum of Understanding with African Continental Free Trade Area (AfCFTA) to promote sustainable trade, economic integration, investment and infrastructure development
- U.S.-E.U. Trade & Technology Council (TTC) on digital trade, export controls, regulatory standards and coordinated trade response to Russia and China
- Americas Partnership for Economic Prosperity (APEP) to build on existing FTAs to pursue worker-centric trade policies; ministerial last Friday
- U.S.-Taiwan Initiative on 21st Century Trade negotiating round January 14-17 on trade facilitation, anti-corruption, SMEs, regulatory practices and China's "economic coercion"
- Minerals Security Partnership with Korea, Japan, E.U., Canada, Australia, etc. to ensure secure, diversified critical minerals supply chain away from China and emphasize ESG principles



QUESTIONS?

Thank you!

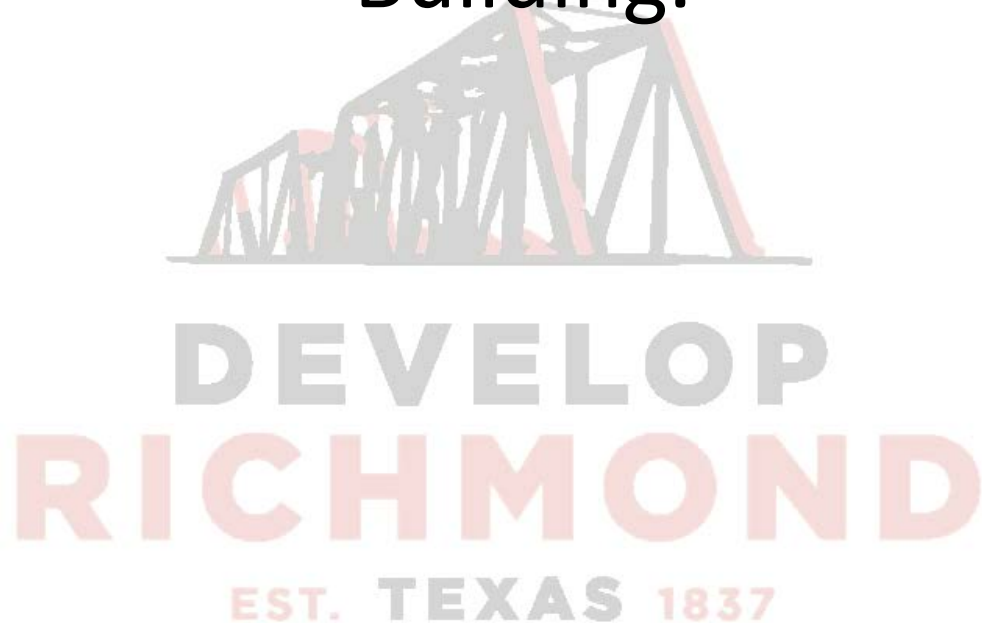
Dan Ujcz

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7. Review and discuss IBC Bank Building.



5250 FM 1640 Rd



Location: **Southwest Ret Cluster
Far Southwest Ret Submarket
Fort Bend County
Richmond, TX 77469**

Building Type: **Retail/Bank**
Bldg Status: **Built 2001**
Building Size: **6,541 SF**
Typical Floor Size: **6,541 SF**
Stories: **1**
Land Area: **1 AC**
Total Avail: **6,541 SF**
% Leased: **0%**
Total Spaces Avail: **1**
Smallest Space: **6,541 SF**
Bldg Vacant: **6541**

Developer: -
Management: -
Recorded Owner: **5250 FM1640 Interests, LTD**

Expenses: **2021 Tax @ \$7.79/sf**

Parcel Number: **0055-00-000-0676-901**

Amenities: **Banking, Pylon Sign, Signage, Storage Space, Tenant Controlled HVAC**

Street Frontage: **243 feet on Farm to Market Road 1640(with 1 curb cut)
243 feet on Farm to Market Road 2218(with 1 curb cut)**

Traffic Count: **0 cars per day on Farm to Market Road 1640**

Parking: **26 Surface Spaces are available; Ratio of 3.97/1,000 SF**

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Type
P 1st	6,541	6,541	6,541	\$22.00/nnn	Vacant	5-10 yrs	Direct



8. Review and consider taking action on selecting a firm to create a Marketing Plan.





Development Corporation of
Richmond
AGENDA ITEM COVER MEMO

DATE: April 11, 2023

AGENDA ITEM 8: Review and Consider taking action on selecting a firm to create a Marketing Plan

MINUTES FROM AD HOC COMMITTEE ACTIONS

Ad Hoc Committee Update re: Project Firehouse

Members:

Kit Jones
Tim Jeffcoat
Jerry Jones Jr.

Update As of:

4/6/2023

Out of the 14 letters we received with an intent to submit proposals, the Ad Hoc committee received 6 proposals. We reviewed the 6 vendors and selected 3 vendors to move forward.

We then attended Zoom calls to hear presentations from the 3 vendors and from there we are down to two vendors.

UPCOMING:

- There are some questions pertaining to current relationships that need to be addressed before the committee submits the vendor who they feel would best meet our needs. (WK of 4/18)
- Committee will submit the vendor to either a special meeting or will wait until the May meeting.

9. Future agenda items.



10. Adjourn to Executive Session, as authorized by Texas Government Code, Section 551.087, Deliberation Regarding Economic Development Negotiations and Section 551.072. Deliberation Regarding Real Property.

EXECUTIVE SESSION

In accordance with Chapter 551, Government Code, Vernon's Texas Code Annotated (V.T.C.A.) (Open Meetings Law), "The Board of Directors may meet in a Closed Executive Meeting pursuant to provisions of the Open Meetings Law, Chapter 551, Government Code, V.T.C.A. in accordance with the authority contained in the following section"; Section 551.087, Deliberation Regarding Economic Development Negotiations and Section 551.072, Deliberation Regarding Real Property.

E1. Firehouse

OPEN MEETING

11. Reconvene into Open Meeting, and take action on items, if necessary.

DEVELOP
RICHMOND
EST. TEXAS 1837

12. Adjournment



DEVELOP
RICHMOND
EST. TEXAS 1837