



DEVELOPMENT CORPORATION of RICHMOND

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

Tuesday, August 8, 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 July 18, 2023.
5. Review Financial Reports through July 31, 2023.
6. Review and discuss the Executive Directors July Report.
7. Review and consider taking action on DCR's budget priorities for the upcoming year.
8. Review and consider taking action on updating our Feasibility report on hotels through a RFP process for a Hotel Consultant for major corridors of the city and ETJ.
9. Personnel Discussion on Economic Development Coordinator/Assistant.
10. Review and discuss the appointment of a DCR Board member(s) to serve as an Ad Hoc Committee member for the DCR Strategic Plan.
11. Review and consider approving a request for sponsorship for the Pecan Harvest Festival.
12. Review and consider approving a request for a grant to purchase souvenirs for the Fort Bend Museum.
13. Future agenda items.
14. 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

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

16. 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 4th day of August 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 Allegiances



**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 July 18, 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 July 18, 2023, at 5:00 p.m. Board members in attendance included the following:

President, Kit Jones	City Manager, Terri Vela
VP, Tim Jeffcoat	Economic Development Director, Jerry Jones
Secretary, Nancie Rain	City Attorney, Gary Smith
Cody Frederick	City Secretary, Lasha Gillespie
Becky Haas	
William B. Morefield, III-Not Present	
Treasurer, Barry Beard	

Agenda item A.1 Call to Order

- President Kit Jones proceeded to call the meeting to order at 5:01 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

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

Agenda item A3. Public comments.

- Aimee Frederick and Emily Scherer expressed appreciation to the board for past funding for their podcast, "Born in the Bend".

Agenda item A4. Review and consider taking action on the minutes of the regular meeting held on June 13, 2023.

- Board Member Rain made a motion to approve the minutes, with the correction reflecting the correct votes cast on agenda item A11 from the June 13, 2023, meeting. Board Member Beard seconded. Motion passes unanimously.

Agenda item A5. Review Financial Reports through June 30, 2023.

- Finance Director Preza provided a summary of the included financial reports through June's, 2023. He then proceeded to provide a breakdown of requested information on cost allocations.

Agenda item A6. Review and discuss taking action on the Executive Director's July Report.

- Economic Development Director Jones elaborate on the details laid out in the director's report. Topics of discussion included buildings for sale and possible developments.

Agenda item A7. Review and consider taking action on DCR's budget priorities for the upcoming budget year.

- A. Review the Commercial Development in Richmond and ETJ. Review and consider taking action on how to increase Retail in Richmond. Identify milestones, and implementation strategy.
- Director Jones provided the board with an update on retail recruitment and development strategy. Topics of discussion included increasing retail in Richmond and retention of businesses. Director Jones requested feedback from the board regarding identifying a different retail recruitment service firm that specializes in implementation and attraction strategies for retail. The current firm is Retail Coach.

B. Review and Consider taking action on identifying a Hotel Consultant for major corridors of the city and ETJ.

- After a brief discussion Board Member Haas made a motion to postpone this agenda item until the next DCR meeting. Board Member Rain seconded. Motion passes unanimously.
- B. Review and discuss the YMCA update.
- Jess Stuart, Community Development Executive at YMCA, provided the board with an update regarding his efforts to raise funds to rebuild the T.W. Davis YMCA. He went on to say that many proposals have been made over the past two years. The goal is to raise \$12.5 million by December 2023 to start the design phase which would be approximately four months. Proposals as follows:

Wessendorf- \$2.5M

FBC- \$2.5M

George Foundation- \$2.5M

Richmond- \$1M

Rosenberg- \$1M

Federal- \$3M- Granted

\$3.5M left to raise

Agenda item A8. Review and discuss taking action on DCR's budget priorities for the upcoming budget year.

- Finance Director Preza addressed the board and provided details of the expenditures, revenue, and transfers out. Staff also received a request to provide further information regarding cost allocation transfers from DCR operating funds to the general fund. Further discussion will take place at the next meeting regarding additional personnel for DCR.
- Board Member Rain made a motion to accept the proposed budget for FY24 in the amount of \$1, 654,600 as presented. Board Member Haas seconded. Motion passes 5-1. Individual votes as follows:

Board Member Haas- Aye

Board Member Jones- Aye

Board Member Rain- Aye

Board Member Jeffcoat- Aye

Board Member Frederick- Aye

Board Member Beard- No

Agenda Item A9. Review and consider approving Richmond's Podcast "Born in the Bend" sponsorship.

- Emily Scherer addressed the Board and provided information on the podcast "Born in the Bend". Topics of discussion included the number of seasons and what the episodes would potentially be about and funding.
- Board Member Jeffcoat moved to approve the request for sponsorship for Born in the Bend. Director Haas seconded. Motion passes. Votes as follows:

Board Member Haas- Aye Board Member Jones- Aye
Board Member Rain- Aye Board Member Beard- Aye
Board Member Jeffcoat- Aye Board Member Frederick- Abstain

Agenda Item A10. Review and discuss the appointment of a DCR Board member to serve as a Ad Hoc Committee member for the Richmond's Farmers Market.

- After a brief discussion, President Jones appointed Board Member Rain as a Ad Hoc Committee member for the the Farmer's Market. An updated Farmer's Market will presented later.

Agenda item A11. Future agenda items.

- Hotel Strategy
- Personnel discussion on Economic Development Coordinator/Assistant.

Agenda item 12. Adjourn to Executive Session.

- Meeting adjourned to Executive Session at 7:12 p.m.

Agenda item 13. Reconvene into open meeting.

- Reconvened into open meeting at 7:28 p.m.

Agenda item 14. Adjournment

- With no further business to discuss, President Jones adjourned the meeting at 7:28 p.m.

ATTEST:

Lasha Gillespie, City Secretary

APPROVED:

Kit Jones, President

5. Review Financial Reports through July 31, 2023.





City of Richmond, TX

Balance Sheet

Account Summary

As Of 07/31/2023

Account	Name	Balance	
Fund: 800 - DEVELOPMENT CORPORTION FUND			
Assets			
800-1101	CLAIM ON CASH-DEVELOPMENT CORP	4,925,119.17	
800-1410	SALES TAX RECEIVABLE	343,158.64	
	Total Assets:	5,268,277.81	<u>5,268,277.81</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		1,884,258.54	
Total Expense		1,320,383.85	
Revenues Over/Under Expenses		563,874.69	
	Total Equity and Current Surplus (Deficit):	5,268,277.81	
	Total Liabilities, Equity and Current Surplus (Deficit):		<u>5,268,277.81</u>



City of Richmond, TX

Income Statement Account Summary

For Fiscal: FY2023 Period Ending: 07/31/2023

		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	1,722,871.25	-155,204.25
	RevenueCharacter: 40 - Taxes Total:	1,567,667.00	1,722,871.25	-155,204.25
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	155,815.18	-80,215.18
	RevenueCharacter: 46 - Interest Income Total:	75,600.00	155,815.18	-80,215.18
	Revenue Total:	1,648,267.00	1,878,686.43	-230,419.43
Expense				
ExpenseCharacter: 53 - Supplies				
800-6291-53120	OFFICE SUPPLIES	2,620.00	2,534.40	85.60
800-6291-53121	POSTAGE	500.00	228.60	271.40
	ExpenseCharacter: 53 - Supplies Total:	3,120.00	2,763.00	357.00
ExpenseCharacter: 56 - Purchased Services				
800-6291-56005	TRAVEL AND TRAINING	13,055.15	4,825.17	8,229.98
800-6291-56006	PERIODICALS AND MEMBERSHIPS	23,350.00	5,910.00	17,440.00
800-6291-56021	ADVERTISING	70,891.38	34,177.55	36,713.83
800-6291-56045	BANK FEES	4,000.00	261.12	3,738.88
800-6291-56048	MISCELLANEOUS EXPENSE	4,442.94	3,482.56	960.38
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	352,408.12	341,433.75	10,974.37
800-6291-56090	RICHMOND HISTORIC DISTRICT	51,965.18	37,885.41	14,079.77
800-6291-56091	FBC TRANSIT	75,000.00	75,000.00	0.00
	ExpenseCharacter: 56 - Purchased Services Total:	1,373,615.77	602,975.56	770,640.21
ExpenseCharacter: 57 - Capital Purchases				
800-6291-57010	Non-Capitalized Assets	5,000.00	2,142.31	2,857.69
	ExpenseCharacter: 57 - Capital Purchases Total:	5,000.00	2,142.31	2,857.69
ExpenseCharacter: 59 - Intergovernmental				
800-6291-59030	SALES TAX INCENTIVE AGREEMENTS	0.00	0.00	0.00
	ExpenseCharacter: 59 - Intergovernmental Total:	0.00	0.00	0.00
ExpenseCharacter: 60 - Transfers Out				
800-6291-60000	TRANSFER TO OTHER FUNDS	255,650.00	221,900.00	33,750.00
800-6291-60007	CITY OF RICHMOND REIMB ALLOC	689,384.00	490,602.98	198,781.02
	ExpenseCharacter: 60 - Transfers Out Total:	945,034.00	712,502.98	232,531.02
	Expense Total:	2,326,769.77	1,320,383.85	1,006,385.92
Fund: 800 - DEVELOPMENT CORPORTION FUND Surplus (Deficit):		-678,502.77	558,302.58	
Total Surplus (Deficit):		-678,502.77	558,302.58	

A Charming Past. A Soaring Future.



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

FY2023



Sales Tax Analysis

DateKey

10/1/2022 7/31/2023



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
Q3								
7 - April	678,144	138,940	69,470	525,976	-69,470	456,506	421,667	152,169
8 - May	782,674	146,885	73,443	605,367	-73,443	531,924	526,264	177,308
9 - June	716,487	126,542	63,271	553,183	-63,271	489,912	476,397	163,304
Total	2,177,306	412,368	206,184	1,684,525	-206,184	1,478,341	1,424,328	492,780
Q4								
10 - July	790,298	154,853	78,817	611,733	-76,037	535,696	479,767	178,565
Total	790,298	154,853	78,817	611,733	-76,037	535,696	479,767	178,565
Total	7,557,069	1,336,519	670,935	5,834,197	-665,584	5,168,614	4,517,393	1,722,871



Sales Tax Analysis

DateKey

10/1/2022 7/31/2023

DCR Sales Tax

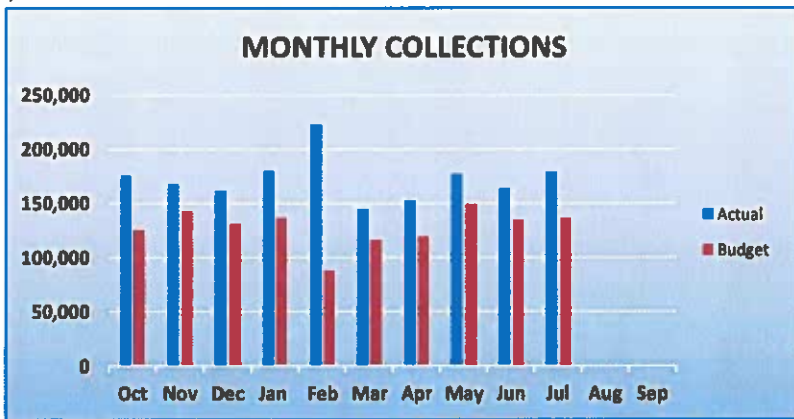
Quarter Label	Prior Year Net Payment	Net Payment	YoY Net % Chg	DCR Prior Retained	DCR Retained	YoY DCR % Chg	DCR Budget	DCR Act/Bud (\$)	DCR Act/Bud (%)
Q1									
1 - October	727,363	763,044	4.91%	167,668	175,523	4.68%	125,450	50,073	39.91%
2 - November	902,127	738,217	-18.17%	204,283	167,636	-17.94%	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%
Q3									
7 - April	521,263	678,144	30.10%	116,710	152,169	30.38%	119,342	32,827	27.51%
8 - May	728,840	782,674	7.39%	166,413	177,308	6.55%	148,945	28,363	19.04%
9 - June	644,723	716,487	11.13%	143,551	163,304	13.76%	134,832	28,472	21.12%
Total	1,894,826	2,177,306	14.91%	426,674	492,780	15.49%	403,118	89,662	22.24%
Q4									
10 - July	688,429	790,298	14.80%	154,509	178,565	15.57%	135,785	42,780	31.51%
Total	688,429	790,298	14.80%	154,509	178,565	15.57%	135,785	42,780	31.51%
Total	7,379,530	7,557,069	2.41%	1,690,773	1,722,871	1.90%	1,278,528	444,343	34.75%

**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
Total Received	Prior Year % Increase (Decrease) Month to Month	Monthly	Total Received Year-to-Date	Monthly	Total Budget Year-to-Date	

<i>Fiscal Year 2022</i>							
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%

<i>Fiscal Year 2023</i>							
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	678,144	30%	152,169	1,203,694	119,342	858,966	140.13%
May	782,674	7%	177,308	1,381,002	148,945	1,007,911	137.02%
Jun	716,487	11%	163,304	1,544,306	134,832	1,142,743	135.14%
Jul	790,298	15%	178,565	1,722,871	135,785	1,278,528	134.75%
Aug	0		0		152,327	1,430,855	
Sep	0		0		136,812	1,567,667	



6. Review and discuss the Executive Directors July Report.





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

DCR's Mission and Strategic Priorities

Roundtable Economic Development Directors and TIP Strategies

We are scheduled to meet with TIP Strategies virtually to receive an update and provide them with feedback before they move to the next phase. The Economic Development Directors will meet on August 10th.

Develop Richmond, TX | Placer.ai Demo & Discussion

Placer.ai exists to surface actionable insights around economic activity in the physical world. Using de-identified mobility data, consumer trends, planned development, crime, event, and demographic data, Placer.ai delivers relevant insights about commerce, housing, the workplace, and economic development at large. While this may seem abstract at first, Placer.ai provides each client with an assigned customer success representative who guides them through using each of the firm's tools and shares best practices around discovering and supporting decision-making with meaningful insights.

I pulled the following excerpt from an article discussing Placer.ai during and after the pandemic. *"One thing we saw in the pandemic was an increase in migration because of work from anywhere," says Witten. "Workers moved from NYC not just to Miami but also Tampa and Orlando at accelerated rates. Though people thought many of these migrants would go back to NYC after the pandemic, the data has clearly contradicted that." If you're a REIT or a developer, being able to track these kinds of trends in close to real-time is invaluable, and "Placer.ai provides its clients with that visibility." Witten notes that Placer.ai's clients appreciate having data that's updated monthly, instead of having to wait 18 months for a new set of census data. **I requested case studies and included them with this report. I also included the quote they sent me with the scope of work attributed to the software and services.***

Houston Regional Economic Development Alliance (HREDA)

The Greater Houston Partnership serves as the host for the Houston Regional Economic Development Alliance (HREDA). We met and reviewed the organization's policies and how they came to fruition. A fun fact was when we reviewed the organization's history, Fort Bend legends were referenced in the organization's history.

As detailed in the recent HREDA meeting recap, members voted on a new leadership structure comprised of a 5-person steering committee. There will be one member from each quadrant (see attached map) and

one permanent seat for the Partnership. The attached roster details the HREDA members in each quadrant.

GOVERNANCE DETAILS:

- Members will nominate and vote on the four regional representatives of the steering committee, then the steering committee will select a chair from the four representatives.
- Each steering committee member will serve a one-year term and can be re-elected. Voting will occur annually in October so the incoming steering committee (and Chair) can be announced in November. The term will be from January to December each calendar year. There is not a term limit if re-elected.
- A map of all HREDA members' communities has been prepared to divide the region into quadrants. The quadrant location is determined by the organization's office location. Some organizations (utilities, railroads, community colleges, etc.) serve multiple communities and were placed in quadrants as equally as possible at the Partnership's discretion.
- **Members may self-nominate for their quadrant or nominate another HREDA member with their permission.** If there are multiple employees from your organization participating in HREDA, your organization must agree on who to submit as only one person per organization may be nominated each year.
- **Nominated members must meet these requirements for consideration:** actively engaged in HREDA meetings, 5+ years of experience in economic development, and must reside/work in the region for 3+ years.
- A ballot will be shared with HREDA members for all nominated members that meet the qualifications. Members will only vote for the candidates from the same quadrant their organization is categorized into. The top votes will be the winners for each quadrant.

Update: The GHP leadership hosted our meetings, and we all voted to create a steering committee for how the Alliance would look moving forward. My peers elected me to represent the West Quadrant of Greater Houston as their representative for this part of the region. HREDA has deep historical ties with Fort Bend County as it restructures itself to assist Economic Development organizations beyond the inner Houston area.

Monthly EDC Chamber/Cities Coffee (Central Fort Bend Chamber President, Rosenberg EDC Director, and myself

We did not have a meeting due to calendar conflicts, however we do have a meeting scheduled for Friday, August 11, 2023

Business Retention and Recruitment

SBA One-on-One Virtual Visit/Partnership

We are working with the SBA Houston District Office to help build and strengthen our small businesses. The investment of time and effort to reach these businesses sends a strong message that Richmond is invested in their success, no matter what stage they are in concerning their business. We are preparing to host training sessions in partnership with SBA and its partners. We are going to kick this off by hosting the following workshops:

Session I: How to Write a Lender Ready Business Plan

Session II: Funding Your Small Business with SBA Lending Programs (Winston)

Session III: Meet the Lender Breakouts or Meet the Lender Panel Discussion (depending on space)

I have attached a flyer to this report. This partnership allows us to help nurture the small businesses that we have in our community. Reaching them and providing information and resources is imperative.

Promotes Availability of Sites/Buildings

Pre-Application Conference(s)

Pre-Application Conference - 20400 Southwest Freeway Suite 100 (Hookah Lounge & Bar)

Pre-Application Conference - 515 Austin St (snack shack)

Pre-Application Conference - 2117 Lamar Dr (daycare)

Pre-Application Conference - 1827 Richmond Pkwy (bakery)

Supporting documents are attached to this report

Realtor(s) and Developers

I've received several calls from either realtors or developers who express interest in the remaining parcels near the proposed charter school on 359. The initial use was to see how to make the numbers work with single-family versus multifamily. Most developers are looking at the area's acreage for mixed-use with a focus on Multifamily.

Another hotspot for calls with interest was Highway 59 frontage. However, they consistently ask if there is a plan/vision for what the city wants the area to look like. I share our future land use map with them, and the reply has been that they are looking for more than the plan that I have shared. Typically, those plans/visions come from developers. As of late, I have forwarded them to contact landowners for those plans and visions. One of the realtors who requested a plan or vision went further to share that his reason for the request was his concern after the Distribution Center matter and that future land use plans, in his opinion, are often not in line with where the market at the time of development and if there is a plan/vision at least it would help him with understanding what uses would be acceptable within the area.

Fort Bend Economic Development Council (FBEDC)

General Board Meeting

FEATURED SPEAKERS

"Houston Housing Market Overview"

David Jarvis

Senior Vice President

John Burns Real Estate Consulting

"An Overview of Indigo"
Scott Snodgrass
Partner
Meristem Communities

FBC Marketing Committee

We discussed our monthly social media and digital marketing. We also discussed our renewed commitment to Houston Exponential. **I have attached the additional presentation they provided for us.**

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. **The Ad Hoc discussion has been placed on our August Board of Directors meeting agenda.**

Networking

Leadership Forum Alumni Reunion and Class of 2024 Welcome Reception
Lunch meeting with Odyssey Engineering

*****There are properties below that I will highlight during our DCR board meeting and provide context on what the status of their sites are.*****

Jerry Jones

From: Jerry Jones
Sent: Tuesday, July 25, 2023 9:00 AM
To: Bryce Brill
Subject: RE: Placer.ai Contract Proposal & Details

Good Morning Bryce,

I would like to see where there are references from communities who used the information to successfully lure businesses to their communities. Can you send me 3 different communities that I can review?

Thanks,
Jerry

From: Bryce Brill <bryce.brill@placer.ai>
Sent: Monday, July 24, 2023 3:55 PM
To: Jerry Jones <jjones@richmondtx.gov>
Subject: Placer.ai Contract Proposal & Details

Jerry,

As promised, below is a summary of what the annual [Placer.ai](#) subscription investment will entail, as well as some attached use cases:

Unlimited Access to the Placer Dashboard:

- Access to all major venues within the United States
- Access to [Placer.ai](#) Venue Analytics reports, including, Visits, Trade Areas, Customer Journey, Customer Insights, Dwell Times, and Visitation by Hour/Day
- Actionable insights include:
- Accurate foot traffic counts and dwell time
- True Trade Areas displaying frequent-visitor-density by home and work locations
- Customers' demographics, psychographics, interests, and time spent at relevant locations
- Where customers are coming from/going to, and along which routes
- Benchmarking of Foot Traffic, Market Share, Audiences, and other key metrics
- Competitive Insights
- Custom Placer Xtra reports per ad-hoc needs/requests; in Excel, KML, Tableau, and other formats
- Ad-hoc property visitor time-lapse video generation upon request

Premier Customer Support:

- **Ongoing Support:** Your dedicated Customer Success Manager will be with you for the lifetime of the subscription, and will meet with you on a regular basis to discuss your needs, product launches, and ever-evolving use cases
- **Personal Consultation:** Use your CSM to facilitate custom reports and help prepare data for upcoming presentations
- **Knowledge Sharing:** Your CSM will share methods and best practices from their experiences with other customers to help you get the most efficient use out of [Placer.ai](#)

- **Platform Training:** Your CSM will provide live, virtual training as needed to ensure you and your team are always equipped to understand Placer's platform and data.

Pricing/Term:

- 12-MONTH COMMITMENT
- \$15,000/ YEAR PAID ANNUALLY

Bryce Brill

Account Executive | [Placer.ai](https://www.placer.ai)

p: 815.529.9840

w: www.placer.ai

Foot traffic data for any place in the US



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Case Study - Civic

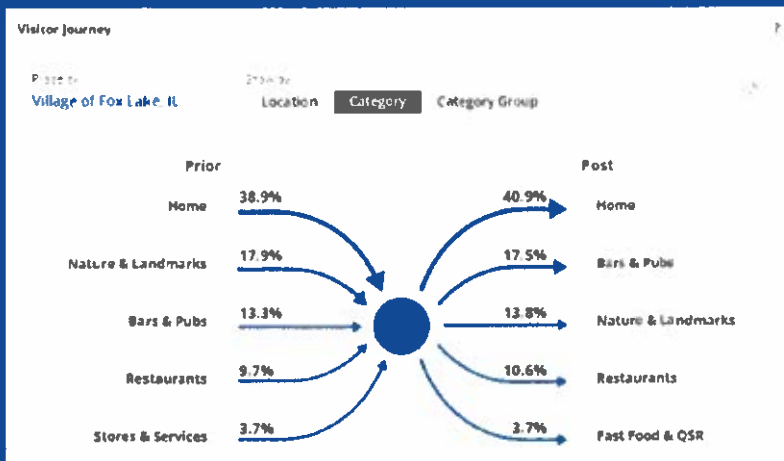
Village of Fox Lake Uses Placer Data to Attract \$335M in New Tourist Developments

The Challenge

The Village of Fox Lake, Illinois, is situated near a chain of highly trafficked lakes. There had not been commercial development in 40 years and lake visitors had little to do in town. How could the city quantify visit traffic, then use that to attract new business?

The Outcome

Using Placer, Fox Lake was able to quantify their strong traffic - 223k unique visitors, visiting 3+ times each year, with high HHI - then used that visitor data to attract more than \$330M in new development, including multiple hotels, a new marina, amphitheater, and more.



40% of visitors to the Village of Fox Lake travel to and from home, instead of shopping or dining in town, a missed opportunity

Village of Fox Lake



Location

Fox Lake, IL



Website

foxlake.org

“Conversations with developers get serious when you can show objective data around how visitors behave, where they shop, eat and more. After decades with no new development here in Fox Lake, Placer changed the game. We would not have won the development deals we did without its incredible data; it’s paid for itself thousands of times over.”



Donovan Day
Community & Economic
Development Director



Try Placer.ai
Free Today

Get Started



CASE STUDY

Grand Forks, ND Uses Placer to Secure \$100K Grant to Revitalize Town Square

The Challenge

After a large flood destroyed much of Downtown Grand Forks, the area was rebuilt with new buildings and a public gathering space named Town Square. After 20 years, the space had fallen into disrepair and the Downtown Development Association wondered how to bring life back to the space.

The Outcome

Using Placer to analyze trade area and visitor demographics, the Grand Forks Downtown Development Association (GFDDA) successfully submitted an application to a nationwide grant and won \$100K in funding for the Town Square Revitalization Project.

 Company

Grand Forks Downtown Development Association

 Headquarters

Grand Forks, ND

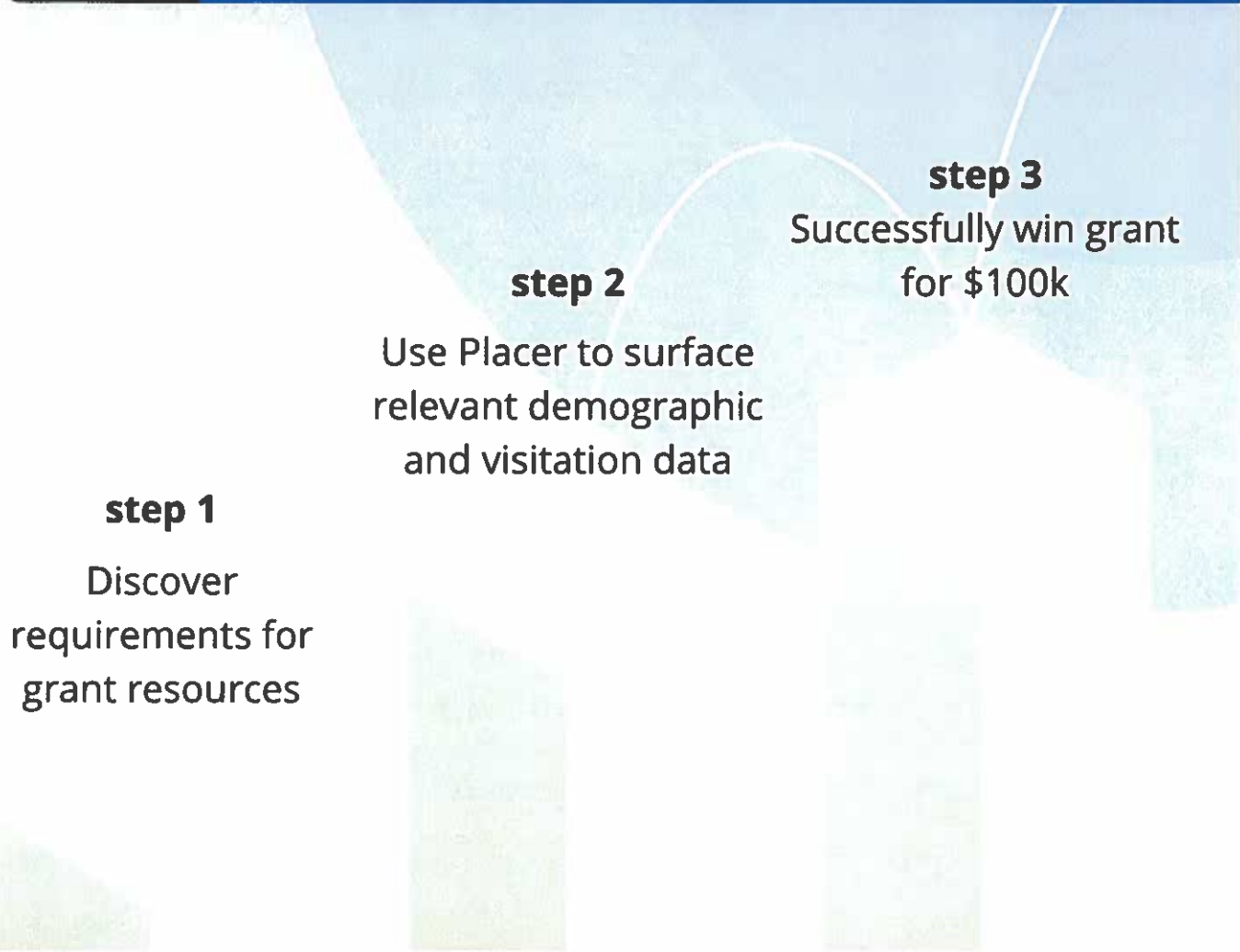
 Website

downtownforks.com



 Representative

Alexander Weber, President and CEO



step 1
Discover requirements for grant resources

step 2
Use Placer to surface relevant demographic and visitation data

step 3
Successfully win grant for \$100k

A Town Square Desperately in Need of Renovation and Improvements

Situated along the Red River, the city of Grand Forks, ND is a vibrant town of 60k people. Next to the river, and part of the Downtown District, is the Town Square, which the City of Grand Forks decided to build as an all season public gathering space following the flood of 1997. Since it's building in October of 2000, the space has fallen into disrepair, while continuing to hold community and regional events like farmer markets, with potential for 200k visitors to pass through the Town Square and the downtown area on a given weekend.

The Grand Forks Downtown Development Association (GFDDA) knew that there was an opportunity to create a true community gathering space by revitalizing the town square. But, without data, they had trouble attracting grants to do so. They also struggled attracting national retailers like Starbucks, whom they had approached previously, with no success.

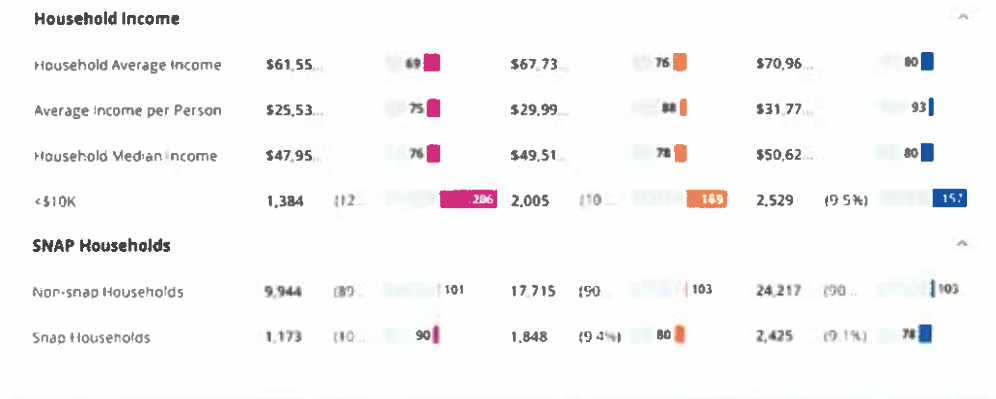
Then, a grant came to their attention. Sponsored by a national retailer, the grant was intended to help communities nationwide work on impact projects for their area, but required very specific details about who used the space, from income to demographics, education, ethnicity, and more. A Placer customer, Alexander Weber, President and CEO of the GFDDA, knew he could use Placer data to apply, and decided to do so.

Placer Data Helped Grand Forks Make a Convincing Case for the \$100k Grant

Normally, detailed demographic information like household income, population ages, and military/veteran status would be near impossible for GFDDA to know, even with advanced people counting systems around the

square, but with Placer, Alexander could provide the specific demographics of the population that the project would impact, showing that lower income households would see significant benefit.

Shown right: Detailed data including HHI and SNAP households helped Grand Forks provide the required demographic information and show a benefit to lower income households



The data also helped GFDDA strengthen the case for adding a national coffee retailer, a previous opportunity that returned no fruit. Knowing details like how many businesses were downtown, total number of employees, and traffic patterns for the area helped the retailer to seriously consider the opportunity.

Shown right: Showing a coffee retailer how many businesses were downtown, and the number of employees, visitors and car traffic volume made Grand Forks a serious option for a new location



SUCCESS: \$100K to Revitalize the Town Square and a New Coffee Chain

With Placer's detailed demographic insights, and objective data showing how a revitalized town square would help lower income families, the GFDDA was awarded a \$100K in grant funding. The money was used for updated painting, outdoor musical instruments, workout equipment, custom fire pits, updated lighting, seating, and more. In addition, downtown Grand Forks landed its first national coffee franchise, with projected completion in 2024.

Shown right: GFDDA used the \$100k towards revitalizing the Town Square, which had not been properly maintained and updated due to lack of funding



“Unless we had someone sit outside 24 hours a day, 7 days a week for the last 5 years, asking each person who they are, where they live, how much they make, etc. there's just no way we could have understood our visitors as deeply as with Placer. Being awarded a \$100K grant has totally changed the scope of what we'll be doing this year.”

Alexander Weber

President and CEO, Grand Forks Downtown Development Association



Grow Your Business With Placer.ai

Try our dashboard for free

[Get Started](#)

Insights for Any Place

Placer.ai empowers private and public organizations to make better decisions by helping them understand what's really happening in the physical world. With location analytics including visit trends, trade areas, demographics as our foundation, we're just getting started.

Loved and Trusted by 1000+ Customers





CASE STUDY

Garden City, KS Rightsizes Economic Incentive, Lands National Coffee Retailer

Placer data informs sales and tax projections needed to optimize tenant incentives

The Challenge


A new development in Garden City, KS wanted a leading national coffee chain as a standalone tenant. The developer needed to know the optimal economic incentive they could offer to attract them, and, lacking a pre-existing standalone location in town, needed to prove the strength of the area.

The Outcome

Using Placer, they analyzed similar concept's performance, noting that concepts in Garden City averaged 192% higher foot traffic than the national average. Projecting sales with this data guided incentive discussions, helping them secure the first standalone location of this major coffee retailer in 200+ miles.

 Company

Garden City, KS

 Headquarters

Garden City, KS

 Website

www.garden-city.org



 Representative

Shannon Dick, City Commissioner and Director of Analytics

Step 3

Land drive-thru coffee retailer at new development

Step 2

Estimate sales and possible economic incentives

Step 1

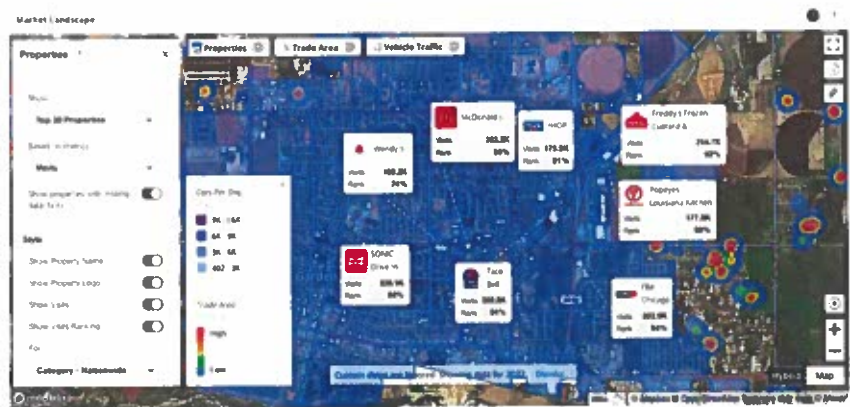
Measure traffic at similar dining concepts

Developer Must Estimate Economic Incentives Needed To Attract Tenants To New Development

Garden City, KS is a city of 28k people in Western Kansas, over 200 miles away from the nearest major metros of Amarillo, TX, Colorado Springs, CO, and Wichita, KS. Given its location and size, Garden City faced an uphill battle when it came to convincing large, national chains - more accustomed to bigger, metropolitan markets - to open locations in their town. A new development in the city was organized as a community improvement district (CID) to assess an additional tax for infrastructure and other elements needed to develop the property, and sought to bring in a highly in-demand coffee retailer as a tenant. Looking to the City for insights, they asked: **what economic incentive would be reasonable to convince the national coffee chain to open a new location?**

The situation was unique: Garden City did not yet have a standalone location for the chain. As a result, they lacked a way to accurately project sales for the potential location, calculate the value of the CID tax, and understand the correct incentive to offer. Fortunately, Shannon Dick, City Commissioner and Director of Analytics for the county, was an expert Placer user.

Shown right: Placer's Market Landscape report shows the top Fast Food & QSR properties in the city. As the concepts most similar to the potential coffee shop, these stores served as proxies in understanding potential traffic performance.



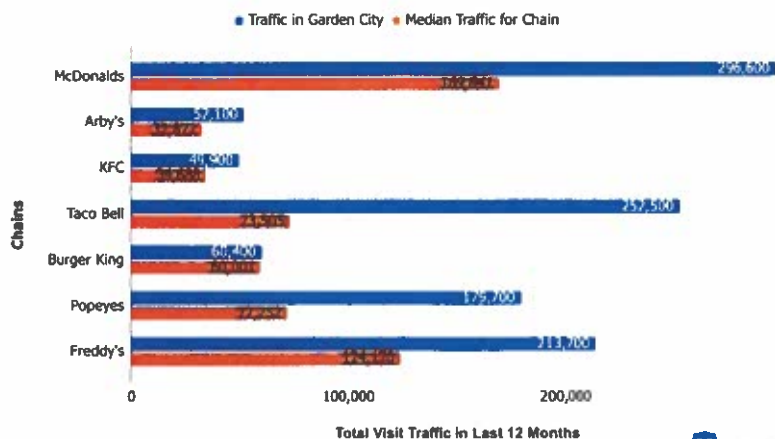
Placer Insights On Proxy Concepts Help The City Approximate Sales, Calculate Correct Incentive

Given the lack of a standalone location for this coffee chain in town, Shannon knew he could use proxies - similar concepts to the coffee chain - as a starting point. With the Market Landscape report, Shannon looked at the top drive-thru Fast Food & QSR properties in Garden City's trade area, then analyzed each brand's Garden City location. Many national chains' Garden City locations ranked in the 94th percentile and above for their category nationwide and had 192% more foot traffic than their chain's median foot traffic nationally, suggesting strong performance expectations for the coffee retailer.

While rankings and foot traffic are a good indication of performance, the Garden City team still needed to quantify, in dollars and cents, how much sales, and thus, sales tax revenue, a new location could generate. To do this, they multiplied the 192% higher foot traffic at their locations by the median sales for the coffee chain's locations to calculate expected sales and, thus, estimated CID tax revenue, helping the developer to understand the optimal incentive amount they should offer the coffee chain.

Shown right: traffic at Garden City locations surpassed the chain's median traffic nationwide for many chains, with locations in Garden City averaging 191.7% more than the median. The percentage could then be used as a multiplier to estimate sales and CID tax revenue.

Traffic in Garden City vs Nationwide Median Traffic Per Chain



Garden City also shared performance data around the chain's smaller "in-store" location at the local Target, validating anecdotes about how select times saw half the Target parking lot filled with coffee-seeking visitors. In other words, while the coffee retailer would open its first standalone location for its chain in Garden City, it was not taking a leap of faith on an untested market.



SUCCESS: Coffee Chain Joins New Development With its 1st Standalone Location in 200+ Miles

The Garden City team shared their estimate for potential sales revenue with the developer, who used the CID tax calculations over a 22-year period to calculate an incentive, one which the tenant accepted. With the popular coffee chain as the linchpin and other tenants signed, the city is confident in the success of the new development, which is currently in construction.

"I always ask: 'what does the Placer data say? Stop estimating and get the real data.' With Placer, we make more informed decisions and realize economic impact faster, turning what would be a six-month commitment into a project with results in a week - or less!"

Shannon Dick

City Commissioner at Garden City, KS



Grow Your Business With Placer.ai

Placer.ai is the world's most advanced location analytics platform, providing unmatched visibility and accurate, actionable insights into consumer demand for any location, with reporting that includes visit trends, True Trade Areas, void analysis and cannibalization, demographics, cross-shopping, favorite places, and more.

Loved and Trusted by Thousands of Customers



See how other customers found success with Placer.ai

[Discover Stories](#)



U.S. Small Business
Administration



Develop Richmond Access to Capital Series

**Join Develop Richmond and SBA Houston and
get ready to obtain funding for YOUR small business.**

Houston District Office

8701 S. Gessner, #1200

Houston, TX 77074

713-773-6500

www.sba.gov/tx/houston

The Houston District Office provides SBA programs and services in our 32 counties.

Working with SBA's resource partners **SCORE, SBDC, and WBC**, we can help you start, grow, and achieve business success.

Visit SBA online:

www.sba.gov for 24/7 access to small business news, information, and entrepreneurs training.

SBA offers help in the following areas:

- Starting a Business
- Financing a Business
- Growing a Business
- Government Contracting
- Disaster Assistance
- Advocacy – Your Voice in Washington

For local information:

Visit sba.gov/tx/houston



Part I: How to Write a Lender Ready Business Plan

Tuesday, August 8 | 9:30am-11:30am CDT

LOCATION: Morton Lodge

Link to Register: <https://www.sba.gov/event/33422>

This workshop will be presented by the Fort Bend County Small Business Development Center. Receive quick and easy tips for writing your business plan and recommendations from an expert on how to use your plan to focus ideas, identify specific business objectives, chart and manage growth, and most importantly to OBTAIN FUNDING.



Part II: Funding Your Business with SBA Lending Programs

Thursday, September 28 | 9:30am-11:30am CDT

LOCATION: Long Acres Ranch

Link to Register: <https://www.sba.gov/event/33734>

In this workshop, you will gain insight to SBA funding for your small business, the five C's of Credit, how to prepare a business loan application, and the SBA resources to assist you throughout the entire process.



Part III: Meet the Lender Panel Discussion

Thursday, October 26 | 9:30am-11:30am CDT

LOCATION: Long Acres Ranch

Link to Register: <https://www.sba.gov/event/33733>

Are you READY to pursue financing to start or grow your business? Join to meet 3 SBA approved lending representatives who will discuss how they make loan decisions and steps you can take to mitigate challenges to accessing capital.

SBA's participation is not an endorsement of the views, opinions, products or services of any other person or entity. All SBA programs are extended to the public on a nondiscriminatory basis. For questions contact Valerie.maher@sba.gov or 713-773-6541.



RICHMOND
EST. **TEXAS** 1837

PRE-APPLICATION CONFERENCE REQUEST FORM

Planning Department | 600 Morton Street • Richmond, Texas 77469
Phone 281-232-6871 • Fax 281-238-1215

Pre-application conference provides a valuable opportunity to discuss your project with various City of Richmond department representatives.

Pre-application Conference Timings

Every Tuesday: 9:00 a.m., 10:00 a.m., and 11:00 a.m.

Virtual Meeting via Zoom

To reserve your meeting time, please return completed form with Preliminary site plan; a copy of the survey, and/or other relevant attachments:

- **In Person:** Planning Department | 600 Morton Street, Richmond, Texas 77469
- **Email:** planning@richmondtx.gov

Project Description:	Hookah Lounge & Bar		
Location: (Address/ Nearest Intersection)	20400 Southwest Freeway Suite 100 Richmond, TX 77469		
Contact Person:	Abid Momin		
Property Owner:	Quattro Riverpointe, LLC (different from inquirer)		
Email:	aajmomin@gmail.com		
Phone:	832-841-2243		
Attachment Provided:	<input type="checkbox"/> Site Plan	<input type="checkbox"/> Survey	<input checked="" type="checkbox"/> Other
Requested Date & Time: (Only Tuesdays available)	1 st Choice: 9am		
	2 nd Choice: 10am		
	3 rd Choice: 11am		
<i>Applications must be submitted a minimum of 7 days prior to the requested meeting date.</i>			

VESTING DISCLAIMER

I understand and agree that a pre-application conference is voluntary and intended to be an informational session only and does not substitute for my own diligence in determining all requirements that may apply to my development. No representation made during a pre-application conference can modify the regulations that apply to my project. Furthermore, I agree that this request and everything that occurs during the pre-application conference, including but without limitation any questions asked or answers given, shall not constitute a formal application for purposes of vesting under the Texas Vesting Statue.

Abid Momin Digitally signed by Abid Momin
Date: 2023.06.19 11:49:25
-05'00'

Property Owner/Agent Signature

06/19/2023

Date

Hookah Lounge & Bar Concept

Pre-Application Conference Worksheet

Attendees: 4

Proposed Address: 20400 Southwest Freeway Richmond, TX 77469

Suite 100 – Hookah Lounge and Bar

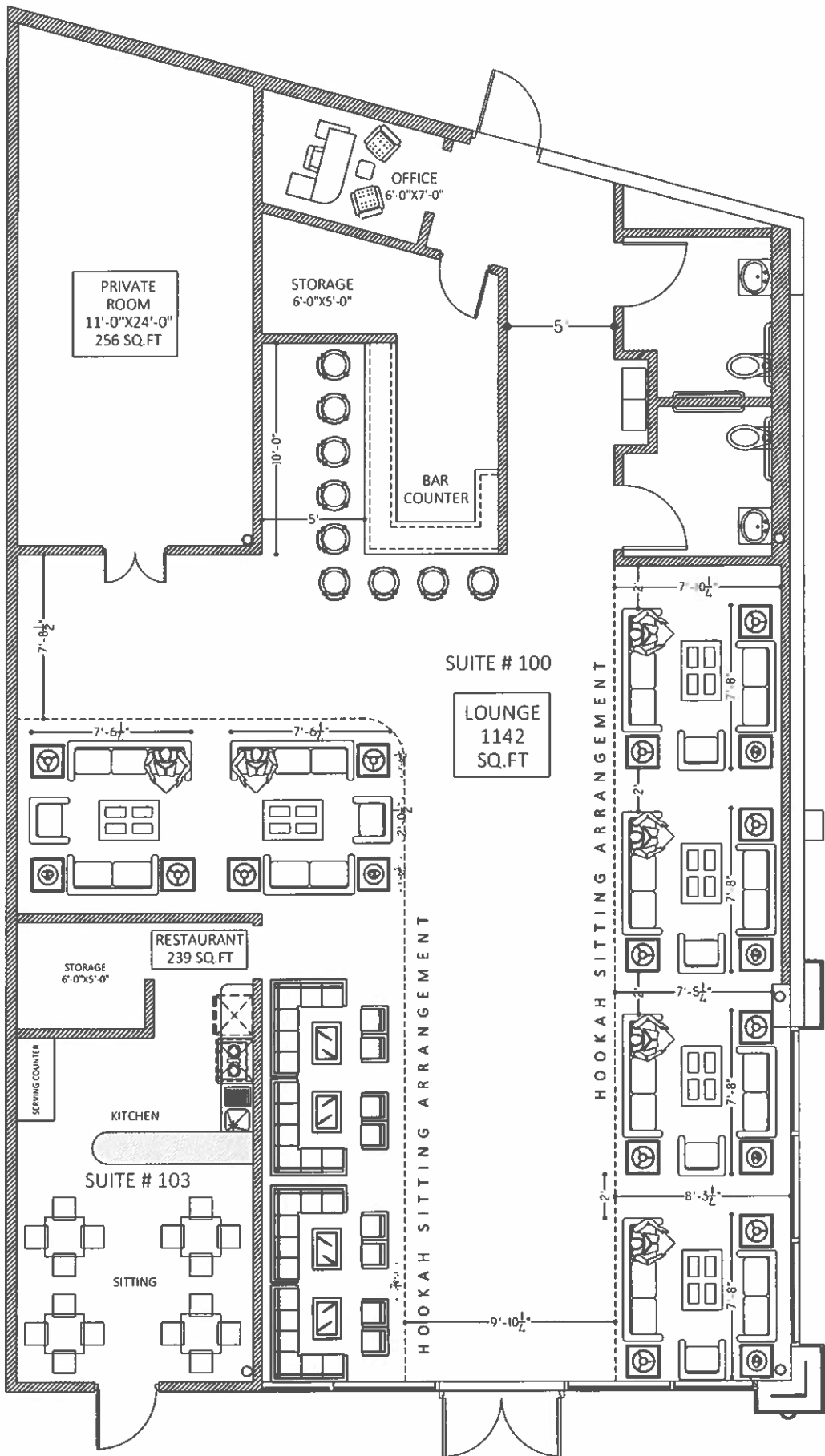
Suite 103 – Take-out Restaurant

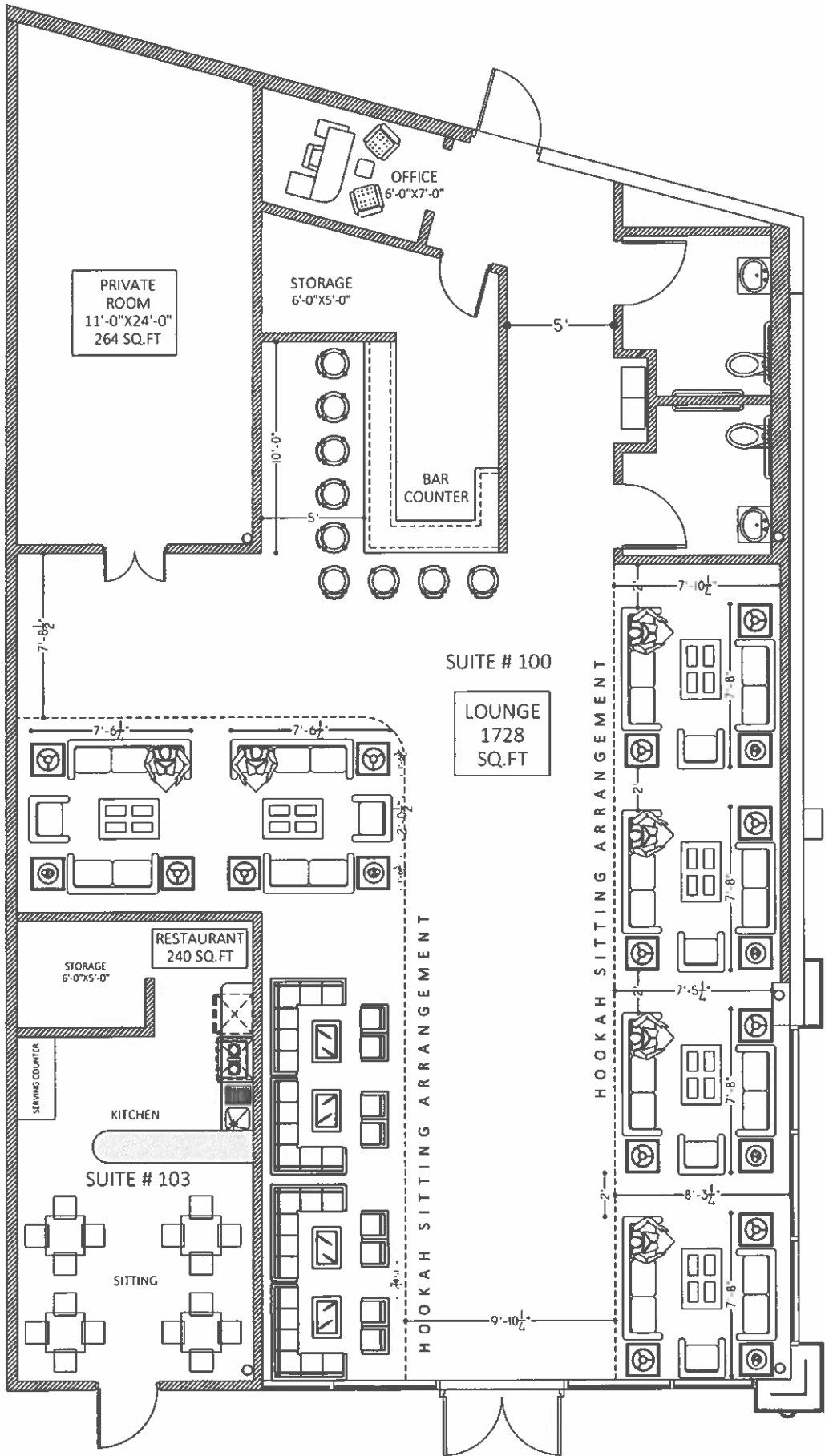
Zoning: GC – General Commercial (*per Mr. Mason Garcia*)

Approximate Square Footage (sf): 2232sf

Proposed TABC License: MB (Mixed Beverage) with an LB (Late Hours on-premises consumption)

Concept: Serving patrons hookah and alcoholic beverages in Suite 100, and build out of a small take out kitchen in Suite 103







RICHMOND
EST. TEXAS 1837

PRE-APPLICATION CONFERENCE REQUEST FORM

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Phone 281-232 6871 • Fax 281 238 1215

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Pre-application Conference Timings

Every Tuesday: 9:00 a.m., 10:00 a.m., and 11:00 a.m.

Virtual Meeting via Zoom

To reserve your meeting time, please return completed form with Preliminary site plan; a copy of the survey, and/or other relevant attachments:

- In Person: Planning Department | 600 Morton Street, Richmond, Texas 77469
- Email: planning@richmondtx.gov


Project Description:	Daycare		
Location: (Address/ Nearest Intersection)	2117 Lamar		
Contact Person:	Kendra Dixon		
Property Owner:	Sameer Balali		
Email:	5starlearn@gmail.com		
Phone:	713)204 2627		
Attachment Provided:	<input type="checkbox"/> Site Plan	<input type="checkbox"/> Survey	<input type="checkbox"/> Other
Requested Date & Time: (Only Tuesdays available)	1 st Choice.		
	2 nd Choice.		
	3 rd Choice.		
<i>Applications must be submitted a minimum of 7 days prior to the requested meeting date.</i>			

VESTING DISCLAIMER

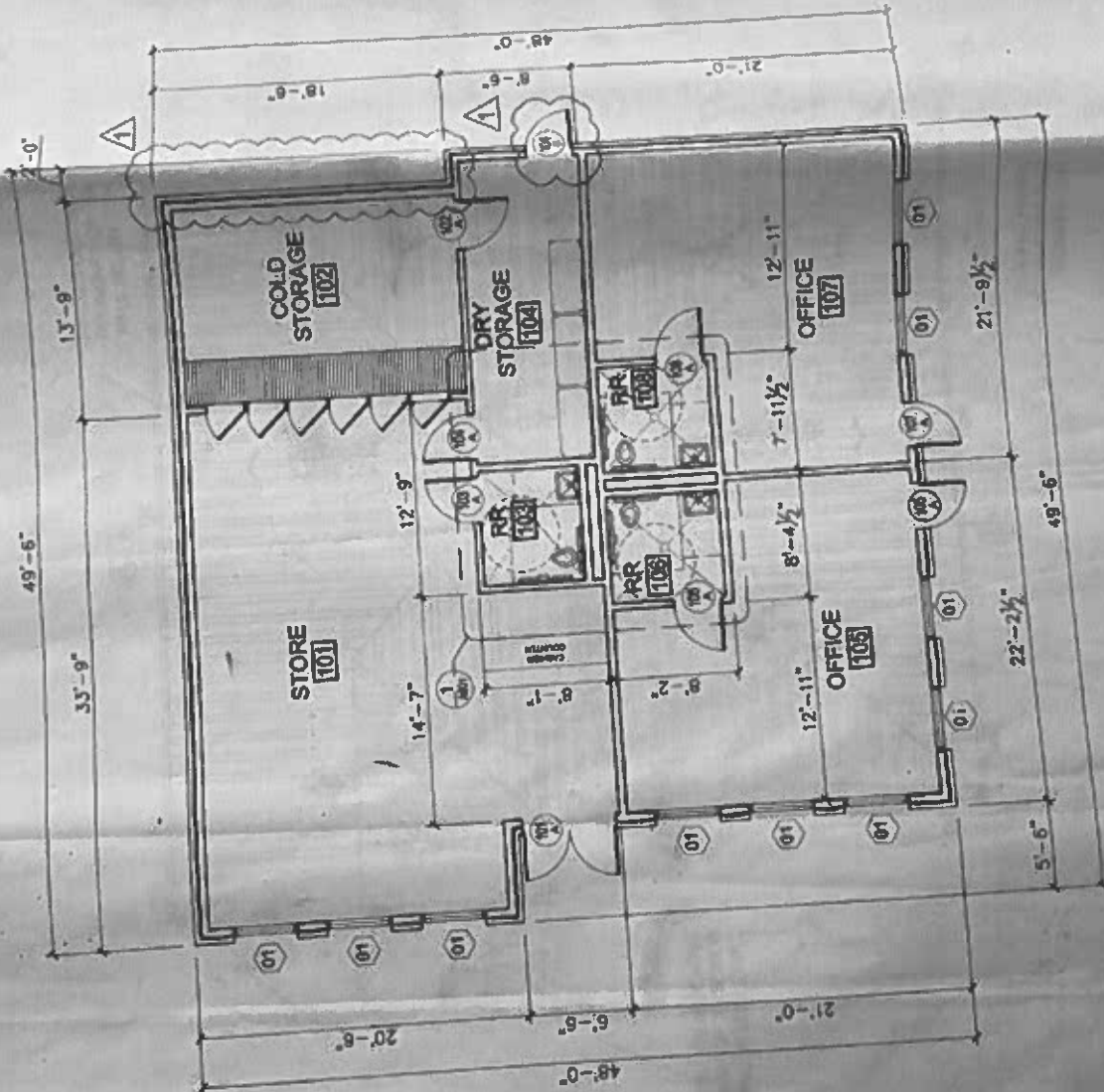
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Property Owner/Agent Signature



Date





RICHMOND
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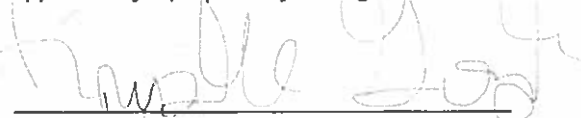
To reserve your meeting time, please return completed form with Preliminary site plan; a copy of the survey, and/or other relevant attachments:

- **In Person:** Planning Department | 600 Morton Street, Richmond, Texas 77469
- **Email:** planning@richmondtx.gov

Project Description:	Bakery and Boba Tea		
Location: (Address/ Nearest Intersection)	1827 Richmond Pkwy Richmond, TX 77469		
Contact Person:	Krystle J. Gonzalez		
Property Owner:	Ali		
Email:	krystle_1002@yahoo.com		
Phone:	832.778.3660		
Attachment Provided:	<input type="checkbox"/> Site Plan	<input type="checkbox"/> Survey	<input checked="" type="checkbox"/> Other
Requested Date & Time: (Only Tuesdays available)	1 st Choice: 07/19/2023 or anyday		
	2 nd Choice: 07/21/2023 or anyday		
	3 rd Choice: 07/24/2023 or anyday		
<i>Applications must be submitted a minimum of 7 days prior to the requested meeting date.</i>			

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Property Owner/Agent Signature

07/18/2023

Date

Staff area

Maintenance

band
writing

Rest Room

P/U order
Ice Machine

Center Counter Top

Boba Station
Boba w/ sinks
Boba Station
Supplies

Drain
Floor
Ban

work table

10 ft

5 x 6 ft

Office

Boat exit
Sink
Oven
Fridge
Grill

Mid	table	Refr	0	0	0
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Innovation in Fort Bend

JUNE 2023



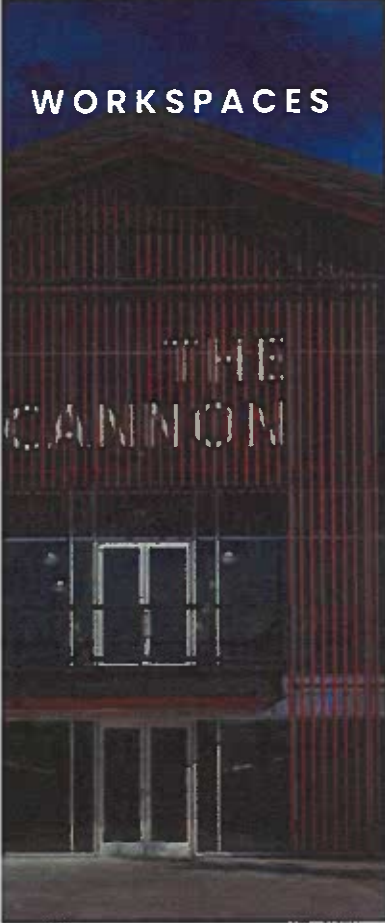
**The best place in
the U.S. to start, grow, or
exit a scalable business?**



THE GREATER HOUSTON STARTUP ECOSYSTEM

THE GREATER HOUSTON STARTUP ECOSYSTEM

WORKSPACES



INVESTORS



INSTITUTIONS



DEVELOPMENT
RESOURCES



CORPORATE
PARTNERS

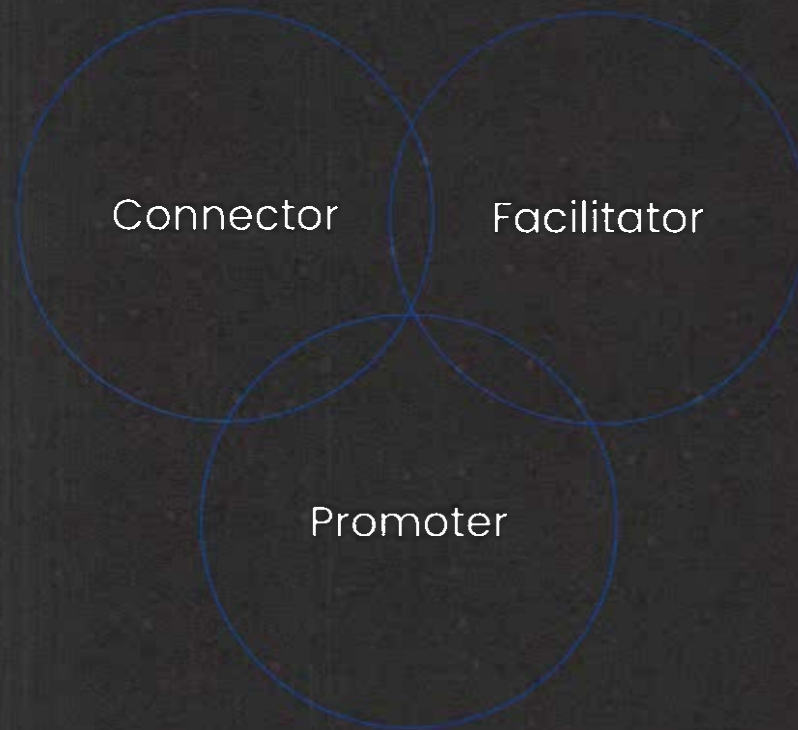


**Where does
Houston
Exponential
fit into this
ecosystem?**



We are an unbiased point of access for founders, funders, incubators, institutions, advisors, mentors, and companies. We power growth: of startups, of the ecosystem, and of Greater Houston's innovation reputation.

We play three key roles:



FORT BEND & HOUSTON EXPONENTIAL

- 1 FORT BEND ENTREPRENEUR
- 2 ECOSYSTEM STRENGTHS
- 3 EVENTS
- 4 PROMOTION
- 5 ECOSYSTEM-WIDE INTEGRATION





THE STRATEGY

2023 - 2024



ENTREPRENEURSHIP INNOVATION STARTUPS

- BUILD AND EXECUTE A REGIONAL STRATEGY WITH METRICS FOR PARTICIPATING CITIES
- CREATE AN UNDISPUTABLE INNOVATION / STARTUP ECOSYSTEM & CULTURE
- COUNTY / CITY LEVEL ENGAGEMENT AND SUPPORT
- CONNECTED & STRONG FORT BEND ENTREPRENEUR NETWORK
- IDENTIFY GAPS & SOURCE RESOURCES NEEDED
- PROMOTE SUCCESS & ASPIRATIONAL STORIES



THE DELIVARABLES

2023 - 2024

tactical approach

SUCCESS LOOKS LIKE:

FORT BEND REGIONAL APPROACH

- Specific city meetings to understand needs and desired outcomes
- Approved timelines of deliverables and metrics
- Agreement on deliverables and contributions by each city
- Pact between cities on ecosystem wide messaging and entrepreneurship stance' (*does not replace city messaging*)

tactical approach

SUCCESS LOOKS LIKE:

EDC INNOVATION LANDING PAGE

- Clearly communicated ecosystem lanes
- Relevant City links
- Digitally connected informed ecosystem

TARGETED FORT BEND EVENTS

- Specific to Fort Bend needs and in Fort Bend resource spaces
- County-wide Pitch Competition, Sector Summits
- Academic Talent & Resource Focus
- Fort Bend extension of Tech Rodeo

tactical approach

SUCCESS LOOKS LIKE:

INTENTIONAL INVESTMENT

- Recommendation on incentives and grant set-up (execution more timely)
- Entity creation for micro-loans, VC and/or Angel Network

ENTREPRENEUR DIGITAL CONTENT*

- Video content
- Promoted IM stories and executed social plan
- Localized entrepreneur trainings and templates

tactical approach

SUCCESS LOOKS LIKE:

MEASURABLE OUTCOMES

- DECLARED TARGETS
- INCREASE IN # OF NEW BUSINESSES STARTED IN FORT BEND
- INCREASE IN \$\$ INVESTED IN FORT BEND
- JOBS CREATED DUE TO ENTREPRENEURS (*DEFINED AT THE COUNTY LEVEL*)
- INCREASE IN # OF SDOs WITH FORT BEND ACTIVITY
- INCREASE IN FORT BEND CITY LEADERSHIP ENGAGEMENT

Recommended Next Steps/ Discussion

- 1. Discuss Regional and City Approach**
- 2. Define and Approve Tactical Plan and Targets**
- 3. Innovation Updates on the Quarterly Agenda**



THANK YOU

**Greater Houston is
the best place to
start, grow, or exit
a scalable business**

Keeping it that way is a collective effort.

Founders and funders. Institutions and
incubators. Mentors, advisors, and leaders.

For Lease



**DEVELOP
RICHMOND**
EST. TEXAS 1837

Lease Availability Report

301 S 9th St

Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class C Office
Tenancy:	Multiple
Year Built:	1980; Renov 2006
RBA:	28,000 SF
Floors:	2
Typical Floor:	14,000 SF

AVAILABILITY

Min Divisible:	500 SF
Max Contig:	1,500 SF
Total Available:	2,000 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$0.86 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Off/Ret	Direct	500	500	500	Withheld	Vacant	1 - 10 Yrs
P 1st	Off/Ret	Direct	500	500	1,500	Withheld	Vacant	1 - 10 Yrs
P 2nd	Off/Ret	Direct	500	1,000	1,500	Withheld	Vacant	1 - 10 Yrs
P 2nd	Off/Ret	Direct	500	1,000	1,500	Withheld	Vacant	1 - 10 Yrs

AMENITIES

24 Hour Access, Signage, Storage Space

TRANSPORTATION

Parking:	84 Surface Spaces are available; Ratio of 3.82/1,000 SF
Airport:	51 minute drive to William P. Hobby Airport
Walk Score	Somewhat Walkable (66)
Transit Score	Minimal Transit (0)

KEY TENANTS

Avalon Medical Institute	5,000 SF	Impe Clean	3,000 SF
Kristel Healthcare Service	750 SF	21st Century Health Care Consultants	500 SF
Ascend Staffing	500 SF	Texas Meds Rx Inc	500 SF

Lease Availability Report

200 S 10th St

Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class C Office
Tenancy:	Single
Year Built:	1990
RBA:	4,498 SF
Floors:	1
Typical Floor:	4,200 SF

AVAILABILITY

Min Divisible:	133 SF
Max Contig:	270 SF
Total Available:	1,467 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$1.58 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st		Office	Coworki	133 - 270	270	270	Withheld	TBD	
P 1st	1	Office	Coworki	166	166	166	Withheld	TBD	
P 1st	10	Office	Coworki	138	138	138	Withheld	TBD	
P 1st	2	Office	Coworki	142	142	142	Withheld	TBD	
P 1st	3	Office	Coworki	133	133	133	Withheld	TBD	
P 1st	4	Office	Coworki	150	150	150	Withheld	TBD	
P 1st	5	Office	Coworki	195	195	195	Withheld	TBD	
P 1st	9	Office	Coworki	137	137	137	Withheld	TBD	
P 1st	11	Office	Coworki	136	136	136	Withheld	TBD	

SALE

Last Sale: Sold on Jul 22, 2021

AMENITIES

Accent Lighting, Air Conditioning, Central Heating, Conferencing Facility, Property Manager on Site, Reception, Security System, Wi-Fi

TRANSPORTATION

Parking: 14 Surface Spaces are available; Ratio of 3.33/1,000 SF

Airport: 52 minute drive to William P. Hobby Airport

Walk Score : Very Walkable (70)

Transit Score : Minimal Transit (0)

Lease Availability Report

5250 FM 1640 Rd
 Richmond, TX 77469 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Bank
Tenancy:	Single
Year Built:	2001
GLA:	6,541 SF
Floors:	1
Typical Floor:	6,541 SF

AVAILABILITY

Min Divisible	6,541 SF
Max Contig.	6,541 SF
Total Available	6,541 SF
Asking Rent:	\$22.00/NNN

EXPENSES

Taxes:	\$7.79 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	6,541	6,541	6,541	\$22.00/NNN	Vacant	5 - 10 Yrs

SALE

Last Sale	Sold on Jun 30, 2022 for \$1,500,000 (\$229.32/SF)
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AMENITIES

Banking, Drive Thru, Pylon Sign, Signage, Storage Space, Tenant Controlled HVAC

KEY TENANTS

IBC Bank	5,606 SF
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TRAFFIC & FRONTAGE

Traffic Volume:	14,243 on Ave I & FM 2218 Rd (2022)
	20,131 on Avenue I & College St (2022)
Frontage:	243' on Farm to Market Road 1640 (with 1 curb cut)
	243' on Farm to Market Road 2218 (with 1 curb cut)

Made with TrafficMetrix9 Products

Lease Availability Report

5250 FM 1640 Rd

Richmond, TX 77469 - Far Southwest Submarket



TRANSPORTATION

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

Airport: 51 minute drive to William P. Hobby Airport

Walk Score ©: Car-Dependent (41)

Transit Score ©: Minimal Transit (0)

Lease Availability Report

5400 Fm 1640 Rd - Brazos Square
 Richmond, TX 77469 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Freestanding
Tenancy:	Single
Year Built:	2000
GLA:	21,932 SF
Floors:	1
Typical Floor:	21,932 SF

AVAILABILITY

Min Divisible:	10,300 SF
Max Contig:	21,932 SF
Total Available:	21,932 SF
Asking Rent:	\$12.00/NNN

EXPENSES

Taxes:	\$2.89 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	100	Retail	Direct	10,300 - 21,932	21,932	21,932	\$12.00/NNN	Vacant	Negotiable

SALE

Last Sale: Sold on Jun 5, 2017

TRAFFIC & FRONTAGE

Traffic Volume: 19,112 on Ave I & FM 2218 Rd (2022)
 20,131 on Avenue I & College St (2022)
 Frontage: 153' on FM 1640

Made with TrafficMetrix Products

TRANSPORTATION

Parking: 132 Surface Spaces are available; Ratio of 6.02/1,000 SF
 Airport: 51 minute drive to William P. Hobby Airport
 Walk Score: Car-Dependent (35)
 Transit Score: Minimal Transit (0)

Lease Availability Report

1117 FM 359

Richmond, TX 77406 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Tenancy:	Multiple
Year Built:	2007
RBA:	20,000 SF
Floors:	2
Typical Floor:	10,000 SF

AVAILABILITY

Min Divisible:	825 SF
Max Contig:	1,308 SF
Total Available:	2,133 SF
Asking Rent:	\$30.00/FS

EXPENSES

Taxes:	\$2.68 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Office	Direct	825	825	825	\$30.00/FS	Vacant	2 - 10 Yrs
P 2nd	Office	Direct	1,308	1,308	1,308	\$30.00/FS	Vacant	2 - 10 Yrs

TRANSPORTATION

Parking:	Ratio of 5.70/1,000 SF
Airport:	51 minute drive to William P. Hobby Airport
Walk Score	Car-Dependent (38)
Transit Score	Minimal Transit (0)

KEY TENANTS

David W. Showalter Attorney	3,000 SF	Nationwide Insurance	2,076 SF
First Warranty Realty	1,650 SF	Lifeline Systems Texas	532 SF

Lease Availability Report

503 FM 359 Rd - River's Edge Court
 Richmond, TX 77406 - Far Southwest Submarket



BUILDING

Type:	Retail
Center Type:	Strip Center
Tenancy:	Multiple
Year Built:	2007
GLA:	17,674 SF
Floors:	1
Typical Floor:	17,674 SF
Docks:	None

AVAILABILITY

Min Divisible:	1,256 SF
Max Contig:	1,501 SF
Total Available:	2,757 SF
Asking Rent:	\$\$19.20 - \$20.00/NNN

SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	160	Retail	Direct	1,256	1,256	1,256	\$19.20/NNN	Vacant	3 - 5 Yrs
P 1st	180	Retail	Direct	1,501	1,501	1,501	\$20.00/NNN	Vacant	1 - 5 Yrs

SALE

Last Sale: Sold on Apr 21, 2017

KEY TENANTS

Clancy's Public House	5,742 SF	Morgan Elite Specialist Services	3,000 SF
Mugz Coffee Bar	1,568 SF	Hummingbird Bakery	1,500 SF
The UPS Store	1,350 SF	Edward Jones	1,066 SF

TRAFFIC & FRONTAGE

Traffic Volume:	19,550 on FM 359 Rd & Blaisdale Rd (2022)
	27,716 on Plummer & Hwy 90 Alt (2022)
Frontage:	599' on Fm-359 Rd (with 1 curb cut)

Made with TrafficMetrix® Products

TRANSPORTATION

Parking:	97 free Surface Spaces are available; Ratio of 5.50/1,000 SF
Airport:	50 minute drive to William P. Hobby Airport
Walk Score®:	Car-Dependent (30)
Transit Score®:	Minimal Transit (0)

Lease Availability Report

1207 FM 359 Rd
 Richmond, TX 77406 - Sugar Land Submarket



BUILDING

Type:	Class C Industrial
Subtype:	Showroom
Tenancy:	Single
Year Built:	1994
RBA:	6,000 SF
Floors:	1
Typical Floor:	6,000 SF
Ceiling Ht:	20'
Columns:	70'w x 70'd

AVAILABILITY

Min Divisible:	6,000 SF
Max Contig:	6,000 SF
Total Available:	6,000 SF
Asking Rent:	Withheld

EXPENSES

Taxes	\$4.18 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Industrial	Direct	6,000/2,900 ofc	6,000	6,000	Withheld	Vacant	5 - 10 Yrs

LOADING

Docks:	None	Drive Ins:	2 tot.
Cross Docks:	None	Cranes:	None
Rail Spots:	None		

LAND

Land Area:	2.65 AC
Zoning:	STY

PARCEL

0042-00-000-0060-901

TRANSPORTATION

Airport: 51 minute drive to William P. Hobby Airport

Lease Availability Report

2035 Fm 359 Rd - Pecan Grove Crossing
 Richmond, TX 77406 - Far Southwest Submarket



Pecan Grove Crossing
 2035 FM 359 Richmond, TX 77406

Lorenzo Neal
 832-883-1852
 lorenzo@rubiconrealty.com

Brokerage | Management | Development



BUILDING

Type:	Retail
Subtype:	Freestanding
Center Type:	Strip Center
Tenancy:	Multiple
Year Built:	2004
GLA:	15,000 SF
Floors:	1
Typical Floor:	15,000 SF

AVAILABILITY

Min Divisible:	1,000 SF
Max Contig:	1,929 SF
Total Available:	2,929 SF
Asking Rent:	\$17.00/NNN

EXPENSES

Taxes:	\$4.10 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	K	Office	Direct	1,929	1,929	1,929	\$17.00/NNN	Vacant	5 Yrs
P 1st		Retail	Direct	1,000	1,000	1,000	\$17.00/NNN	Vacant	5 - 10 Yrs

SALE

Last Sale: Sold on Apr 30, 2018

AMENITIES

24 Hour Access, Banking, Drive Thru, Signage, Signalized Intersection

KEY TENANTS

Snap Fitness 24/7	4,110 SF	The Kafe Bakery Llc	4,044 SF
Pecan Grove Mud	3,286 SF	Prosperity Bank	2,281 SF
Pizza Hut	1,500 SF	Nails Infinity	1,195 SF

TRAFFIC & FRONTAGE

Traffic Volume:	9,116 on Plantation Dr & Windmill Dr (2022)
	10,872 on Old South Dr & Rambling Stone Dr (2022)
Frontage:	140' on FM 359 (with 3 curb cuts)

Made with TrafficMetrix® Products

Lease Availability Report

2035 Fm 359 Rd - Pecan Grove Crossing
Richmond, TX 77406 - Far Southwest Submarket



TRANSPORTATION

Parking: 80 Surface Spaces are available; Ratio of 5.33/1,000 SF

Airport: 52 minute drive to William P. Hobby Airport

Walk Score ®: Somewhat Walkable (51)

Transit Score ®: Minimal Transit (0)

Lease Availability Report

901 E Highway 90A

Richmond, TX 77406 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Storefront Retail/O...
Tenancy:	Multiple
Year Built:	2005
GLA:	11,176 SF
Floors:	1
Typical Floor:	11,176 SF

AVAILABILITY

Min Divisible:	2,115 SF
Max Contig:	2,115 SF
Total Available:	2,115 SF
Asking Rent:	\$18.00/NNN

EXPENSES

Taxes:	\$2.92 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	103	Office	Direct	2,115	2,115	2,115	\$18.00/NNN	Vacant	Negotiable

SALE

Last Sale Sold on Jun 8, 2018 for \$1,300,000 (\$116.32/SF)

KEY TENANTS

Mp Health Care LLC	2,559 SF	The Iron Battledfield Gym LLC	1,870 SF
Top Lawn & Outdoor LLC	1,600 SF	Addi Architect	500 SF

TRAFFIC & FRONTAGE

Traffic Volume:	27,716 on Plummer & Hwy 90 Alt (2022)
	27,416 on Jackson St & Liberty St (2022)
Frontage:	89' on Highway 90A

Made with TrafficMetrix® Products

TRANSPORTATION

Parking:	Ratio of 0.00/1,000 SF
Airport:	50 minute drive to William P. Hobby Airport
Walk Score ®:	Car-Dependent (33)
Transit Score ®:	Minimal Transit (0)

Lease Availability Report

1410 E Highway 90A - Old Brazos River Center
 Richmond, TX 77406 - Far Southwest Submarket

★★★★☆



BUILDING

Type:	Retail
Center Type:	Strip Center
Tenancy:	Multiple
Year Built:	2006
GLA:	12,350 SF
Floors:	1
Typical Floor:	12,350 SF

AVAILABILITY

Min Divisible:	1,445 SF
Max Contig:	1,597 SF
Total Available:	3,042 SF
Asking Rent:	\$18.00/NNN

EXPENSES

Taxes:	\$2.98 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	1,445	1,445	1,445	\$18.00/NNN	30 Days	Negotiable
P 1st	Retail	Direct	1,597	1,597	1,597	\$18.00/NNN	30 Days	Negotiable

SALE

Last Sale: Sold on Mar 29, 2022 for \$1,684,375 (\$136.39/SF)

AMENITIES

Dedicated Turn Lane, Signage

KEY TENANTS

Pier 36 Seafood	2,000 SF	Grove Tavern	1,500 SF
Ashleigh Morgan Salon & Spatique	1,200 SF	Ja Cantu Enterprises, Inc.	1,000 SF
Buddy's Barbershop	500 SF		

TRAFFIC & FRONTAGE

Traffic Volume: 21,091 on TX 45;RM 620 & Blaisdale Rd (2020)

27,716 on Plummer & Hwy 90 Alt (2022)

Frontage: 508' on Highway 90A (with 2 curb cuts)

Edgewood Drive

FM 359

Pitts Road

Made with TrafficMetrix® Products

Lease Availability Report

1410 E Highway 90A - Old Brazos River Center
Richmond, TX 77406 - Far Southwest Submarket



TRANSPORTATION

Parking: 57 Surface Spaces are available; Ratio of 4.63/1,000 SF

Airport: 49 minute drive to William P. Hobby Airport

Walk Score®: Car-Dependent (27)

Transit Score®: Minimal Transit (0)

Lease Availability Report

1100 Jackson St

Richmond, TX 77469 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Freestanding
Tenancy:	Single
Year Built:	1965; Renov 2023
GLA:	10,379 SF
Floors:	2
Typical Floor:	3,078 SF

AVAILABILITY

Min Divisible:	3,700 SF
Max Contig:	6,000 SF
Total Available:	9,700 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$1.23 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Retail	Direct	6,000	6,000	6,000	Withheld	30 Days	Negotiable
P 1st	Retail	Direct	3,700	3,700	3,700	Withheld	30 Days	Negotiable

SALE

Last Sale:	Sold on Mar 27, 2023
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AMENITIES

Air Conditioning, Corner Lot, Drive Thru, Freeway Visibility, Signage, Signalized Intersection

KEY TENANTS

Lifechek Drug	500 SF
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TRAFFIC & FRONTAGE

Traffic Volume:	4,699 on Union St & S Union St (2022)
	20,291 on Jackson Street & S 11th St (2020)
Frontage:	225' on Jackson St
	275' on Thompson

Made with TrafficMetric® Products

Lease Availability Report

1100 Jackson St
Richmond, TX 77469 - Far Southwest Submarket



TRANSPORTATION

Parking:	Ratio of 12.33/1,000 SF
Airport:	52 minute drive to William P. Hobby Airport
Walk Score ®:	Very Walkable (70)
Transit Score ®:	Minimal Transit (0)

Lease Availability Report

1601 Liberty St - Center for Women's Health
 Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class C Office
Tenancy:	Multiple
Year Built:	1958
RBA:	5,946 SF
Floors:	1
Typical Floor:	5,946 SF

AVAILABILITY

Min Divisible:	5,946 SF
Max Contig:	5,946 SF
Total Available:	5,946 SF
Asking Rent:	\$22.60/NNN

EXPENSES

Taxes:	\$1.64 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Office	Direct	5,946	5,946	5,946	\$22.60/NNN	Vacant	1 - 2 Yrs

SALE

Last Sale: Sold on Jul 22, 2021

AMENITIES

Air Conditioning, Central Heating

TRANSPORTATION

Parking: 35 Surface Spaces are available; Ratio of 5.89/1,000 SF

Airport: 52 minute drive to William P. Hobby Airport

Walk Score ®: Very Walkable (72)

Transit Score ®: Minimal Transit (0)

KEY TENANTS

Center For Women's Health	595 SF	Bernadette Bonaparte, MD	297 SF
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Lease Availability Report

1601 Main St - Oakbend Professional Building
 Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Tenancy:	Multiple
Year Built:	1975
RBA:	91,138 SF
Floors:	6
Typical Floor:	15,190 SF

AVAILABILITY

Min Divisible:	648 SF
Max Contig:	9,569 SF
Total Available:	34,195 SF
Asking Rent:	\$15.00/NNN

EXPENSES

Taxes:	\$2.32 (2023)
Opex:	\$8.20 (2023)
Total Expenses:	\$10.52 (2023)

SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contlg	Bldg Contlg	Rent	Occupancy	Term
P 1st	103	Off/Med	Direct	1,183	2,079	2,079	\$15.00/NNN	Vacant	Negotiable
P 1st	102	Off/Med	Direct	896	2,079	2,079	\$15.00/NNN	Vacant	Negotiable
P 2nd	206	Off/Med	Direct	1,783	1,783	1,783	\$15.00/NNN	Vacant	Negotiable
P 2nd	201	Off/Med	Direct	1,441	1,441	1,441	\$15.00/NNN	Vacant	Negotiable
P 3rd	300	Off/Med	Direct	2,022	4,194	4,194	\$15.00/NNN	Vacant	Negotiable
P 3rd	308	Off/Med	Direct	986	4,194	4,194	\$15.00/NNN	Vacant	Negotiable
P 3rd	306	Off/Med	Direct	2,025	3,195	3,195	\$15.00/NNN	Vacant	Negotiable
P 3rd	305	Off/Med	Direct	1,170	3,195	3,195	\$15.00/NNN	Vacant	Negotiable
P 3rd	309	Off/Med	Direct	1,186	4,194	4,194	\$15.00/NNN	Vacant	Negotiable
P 4th	402	Off/Med	Direct	1,972	1,972	1,972	\$15.00/NNN	Vacant	Negotiable
P 4th	407	Off/Med	Direct	1,190	1,190	1,190	\$15.00/NNN	Vacant	Negotiable
P 4th	403	Off/Med	Direct	648	648	648	\$15.00/NNN	Vacant	Negotiable
P 4th	405	Off/Med	Direct	1,289	1,289	1,289	\$15.00/NNN	Vacant	Negotiable
P 5th	501	Off/Med	Direct	1,391	9,569	9,569	\$15.00/NNN	Vacant	Negotiable
P 5th	500	Off/Med	Direct	8,178	9,569	9,569	\$15.00/NNN	Vacant	Negotiable
P 6th	603	Off/Med	Direct	2,633	6,835	6,835	\$15.00/NNN	Vacant	Negotiable
P 6th	604	Off/Med	Direct	4,202	6,835	6,835	\$15.00/NNN	Vacant	Negotiable

AMENITIES

Air Conditioning, Basement, Bio-Tech/ Lab Space, Controlled Access, Property Manager on Site, Reception, Security System, Signage

Lease Availability Report

1601 Main St - Oakbend Professional Building
Richmond, TX 77469 - Southwest Outlier Submarket



TRANSPORTATION

Parking: Ratio of 0.00/1,000 SF
Airport: 53 minute drive to William P. Hobby Airport
Walk Score ®: Somewhat Walkable (66)
Transit Score ®: Minimal Transit (0)

KEY TENANTS

enhabit	3,500 SF	Dr Julio Molina	2,679 SF
Memorial Herman	1,512 SF	Childrens Dentistry of Texas	1,500 SF
Greater Houston Gastroenterology	1,500 SF	Houston Eye Associates	1,500 SF

Lease Availability Report

NEQ Of FM 762 And Hwy 59/69 Hwy - Richmond Town Plaza
 Rosenberg, TX 77471 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Storefront
Center Type:	Strip Center
Tenancy:	Multiple
Year Built:	2022
GLA:	17,150 SF
Floors:	1
Typical Floor:	17,150 SF

AVAILABILITY

Min Divisible:	1,050 SF
Max Contig:	1,050 SF
Total Available:	1,050 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$0.30 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Off/Ret	Direct	1,050	1,050	1,050	Withheld	Vacant	1 - 10 Yrs

TRAFFIC & FRONTAGE

Traffic Volume:	22,803 on FM 762 Rd & Commercial Dr (2022)
	96,289 on Southwest Freeway & Brazos Center Blvd (2022)

Made with TrafficMetrix® Products

TRANSPORTATION

Airport:	49 minute drive to William P. Hobby Airport
Walk Score®:	Car-Dependent (22)
Transit Score®:	Minimal Transit (0)

Lease Availability Report

22001 Southwest Freeway

Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Tenancy:	Multiple
Year Built:	2010
RBA:	49,585 SF
Floors:	3
Typical Floor:	16,528 SF

AVAILABILITY

Min Divisible:	977 SF
Max Contig:	10,030 SF
Total Available:	26,567 SF
Asking Rent:	\$21.00/NNN

EXPENSES

Taxes:	\$0.14 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	135	Off/Med	Direct	3,409	3,409	3,409	\$21.00/NNN	Vacant	Negotiable
P 1st	125	Off/Med	Direct	977	977	977	\$21.00/NNN	Vacant	Negotiable
P 1st	100	Off/Med	Direct	5,822	5,822	5,822	\$21.00/NNN	Vacant	Negotiable
P 2nd	220	Off/Med	Direct	4,732	4,732	4,732	\$21.00/NNN	Vacant	Negotiable
P 2nd	210	Off/Med	Direct	1,597	1,597	1,597	\$21.00/NNN	Vacant	Negotiable
P 3rd		Off/Med	Direct	10,030	10,030	10,030	\$21.00/NNN	Vacant	Negotiable

SALE

Last Sale:	Portfolio of 23 Properties/Condos Sold on Jan 14, 2022 for \$350,000,000 (\$372.00/SF)
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AMENITIES

Energy Star Labeled

TRANSPORTATION

Parking:	100 Surface Spaces are available; Ratio of 1.82/1,000 SF
Airport:	45 minute drive to William P. Hobby Airport
Walk Score ®:	Car-Dependent (21)
Transit Score ®:	Minimal Transit (0)

KEY TENANTS

Christopher Reilly, M.D., FACS	7,191 SF	OakBend Medical Group	1,597 SF
United States Department of Veterans Affairs	831 SF		

Lease Availability Report

1006 Thompson Rd - Building 100
 Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Tenancy:	Multiple
Year Built:	1962; Renov 2007
RBA:	3,017 SF
Floors:	1
Typical Floor:	3,017 SF

AVAILABILITY

Min Divisible:	100 SF
Max Contig:	3,017 SF
Total Available:	3,017 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$4.75 (2021)
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SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Office	Direct	100 - 3,017	3,017	3,017	Withheld	Vacant	Negotiable

TRANSPORTATION

Parking:	21 free Surface Spaces are available; Ratio of 6.96/1,000 SF
Airport:	53 minute drive to William P. Hobby Airport
Walk Score	Somewhat Walkable (54)
Transit Score	Minimal Transit (0)

KEY TENANTS

Psg Engineering	500 SF
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Lease Availability Report

1006 Thompson Rd - Building 200
 Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Year Built:	2011
RBA:	1,320 SF
Floors:	1
Typical Floor:	1,320 SF

AVAILABILITY

Min Divisible:	1,320 SF
Max Contig:	1,320 SF
Total Available:	1,320 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$10.85 (2021)
--------	-----------------------

SPACES

Floor	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	Office	Direct	1,320	1,320	1,320	Withheld	Vacant	3 - 5 Yrs

TRANSPORTATION

Parking:	21 Surface Spaces are available; Ratio of 10.00/1,000 SF
Airport:	53 minute drive to William P. Hobby Airport
Walk Score ®:	Somewhat Walkable (54)
Transit Score ®:	Minimal Transit (0)

Lease Availability Report

1517 Thompson Rd - 1517 Thompson Road
 Richmond, TX 77469 - Southwest Outlier Submarket



BUILDING

Type:	Class B Office
Tenancy:	Multiple
Year Built:	2003
RBA:	42,551 SF
Floors:	3
Typical Floor:	14,184 SF

AVAILABILITY

Min Divisible:	1,000 SF
Max Contig:	42,551 SF
Total Available:	42,551 SF
Asking Rent:	Withheld

EXPENSES

Taxes:	\$4.08 (2021)
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SPACES

Floor	Suite	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term
P 1st		Off/Med	Direct	1,000 - 26,463	32,764	42,551	Withheld	Vacant	Negotiable
P 1st	102	Off/Med	Direct	6,301	32,764	42,551	Withheld	Vacant	Negotiable
E 2nd		Off/Med	Direct	4,933	4,933	42,551	Withheld	Vacant	Negotiable
E 3rd		Off/Med	Direct	4,854	4,854	42,551	Withheld	Vacant	Negotiable

SALE

Last Sale: Portfolio of 4 Properties Sold on May 22, 2017 for \$58,000,000 (\$246.21/SF)

TRANSPORTATION

Parking:	Ratio of 0.00/1,000 SF
Airport:	52 minute drive to William P. Hobby Airport
Walk Score	Somewhat Walkable (51)
Transit Score	Minimal Transit (0)

Lease Availability Report

2201 Thompson Rd - Thompson Plaza
 Richmond, TX 77469 - Far Southwest Submarket



BUILDING

Type:	Retail
Subtype:	Storefront Retail/O...
Center Type:	Strip Center
Tenancy:	Multiple
Year Built:	2014
GLA:	11,000 SF
Floors:	1
Typical Floor:	10,692 SF
Docks:	None

AVAILABILITY

Min Divisible:	6,512 SF
Max Contig:	6,512 SF
Total Available:	6,512 SF
Asking Rent:	\$19.95/NNN

EXPENSES

Taxes:	\$3.69 (2021)
--------	----------------------

SPACES

Floor	Suite	Use	Type	SF Avail	Fir Contig	Bldg Contig	Rent	Occupancy	Term
P 1st	104	Retail	Direct	6,512	6,512	6,512	\$19.95/NNN	60 Days	Negotiable

SALE

Last Sale:	Sold on Sep 20, 2021
------------	-----------------------------

AMENITIES

Pylon Sign, Signage

KEY TENANTS

Imperial Dance Studio	6,800 SF	Hair Salon Linda	1,200 SF
The Cut and Shave Barber Shop	1,200 SF	Show Off Your Threads	1,000 SF
VERTEX RX LLC	1,000 SF		

TRAFFIC & FRONTAGE

Traffic Volume:	18,850 on Thompson Rd & Long Dr (2022)
	20,131 on Avenue I & College St (2022)
Frontage:	41' on Thompson Rd (with 1 curb cut)

Made with TrafficMetrix® Products

Lease Availability Report

2201 Thompson Rd - Thompson Plaza
Richmond, TX 77469 - Far Southwest Submarket



TRANSPORTATION

Parking: 50 Surface Spaces are available; Ratio of 3.27/1,000 SF

Airport: 51 minute drive to William P. Hobby Airport

Walk Score ®: Car-Dependent (49)

Transit Score ®: Minimal Transit (0)

FM 359 @ Del Agua - 1121 FM 359



Location: **1121 FM 359**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Type: **Land**
Proposed Use: **Commercial, Retail, Bank, Car Wash, Convenience Store, Day Care Center, Drug Store, Fast Food, Schools, Storefront Retail/Office, Strip Center**

Zoning: **MSTY**
Density: **-**

Developer: **-**
Management: **-**
True Owner: **First Warranty Realty**
Recorded Owner: **River Bend Park**

Parcel Size: **1.75 AC**
Lot Dimensions: **-**
Improvements: **Fence**
On-Site Improv: **-**

For Sale



**DEVELOP
RICHMOND**
EST. TEXAS 1837

606 S 11th St



Location: Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Building Type: Class C Office

Status: Built 1940

Stories: 1

RBA: 1,144 SF

Typical Floor: 1,144 SF

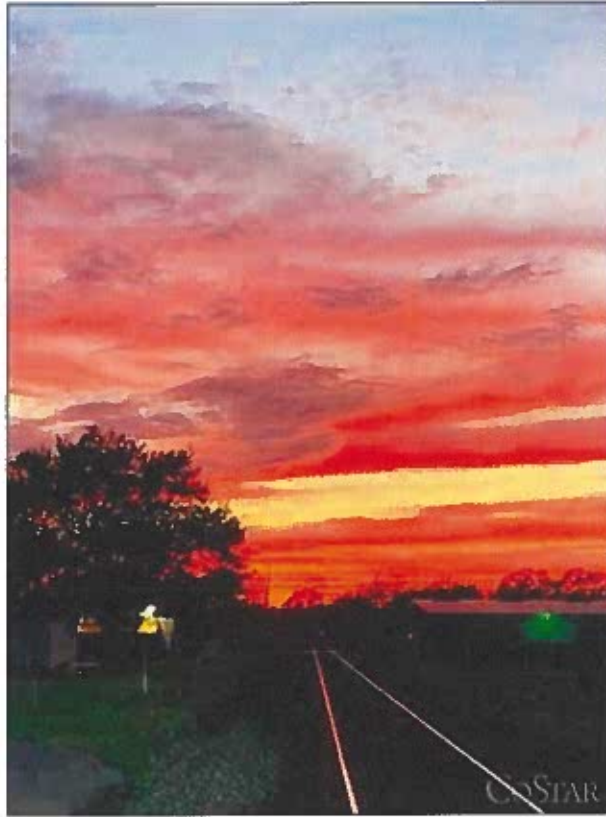
Total Avail: No Spaces Currently Available

% Leased: 0%

Developer: -
Management: -
Recorded Owner: Yog H4 Management Llc

Expenses: 2021 Tax @ \$2.06/sf
Parcel Number: 8925-00-001-0040-901
Parking: 8 Surface Spaces are available; Ratio of 6.99/1,000 SF
Amenities: Air Conditioning

603 Calhoun St



Location: Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Building Type: Class C Office/Office/Residential

Status: Built 1860

Stories: 1

RBA: 1,200 SF

Typical Floor: 1,200 SF

Total Avail: No Spaces Currently Available

% Leased: 0%

Developer: -
Management: -
Recorded Owner: -

Expenses: 2021 Tax @ \$1.85/sf
Parcel Number: 7395-00-123-0010-901
Amenities: High Ceilings

Collins Rd



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

Type: **Land**
Proposed Use: **Commercial**
Zoning: **Commercial**
Density: **-**

Parcel Size: **4.50 AC**
Lot Dimensions: **-**
Improvements: **Inoperable car wash, building, 4+ Acres**
On-Site Improv: **Previously developed lot**

Developer: **-**
Management: **-**
True Owner: **Baby Kaithamattathil**
Recorded Owner: **-**

Parcel Number: **1740-02-014-0002-901**

126 Collins Rd



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

Type: **Land**
Proposed Use: **Commercial**
Zoning: **Industrial**
Density: **YS**

Parcel Size: **25.03 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

Developer: -
Management: -
True Owner: -
Recorded Owner: **Union Pacific Railroad Co**

5250 FM 1640 Rd



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

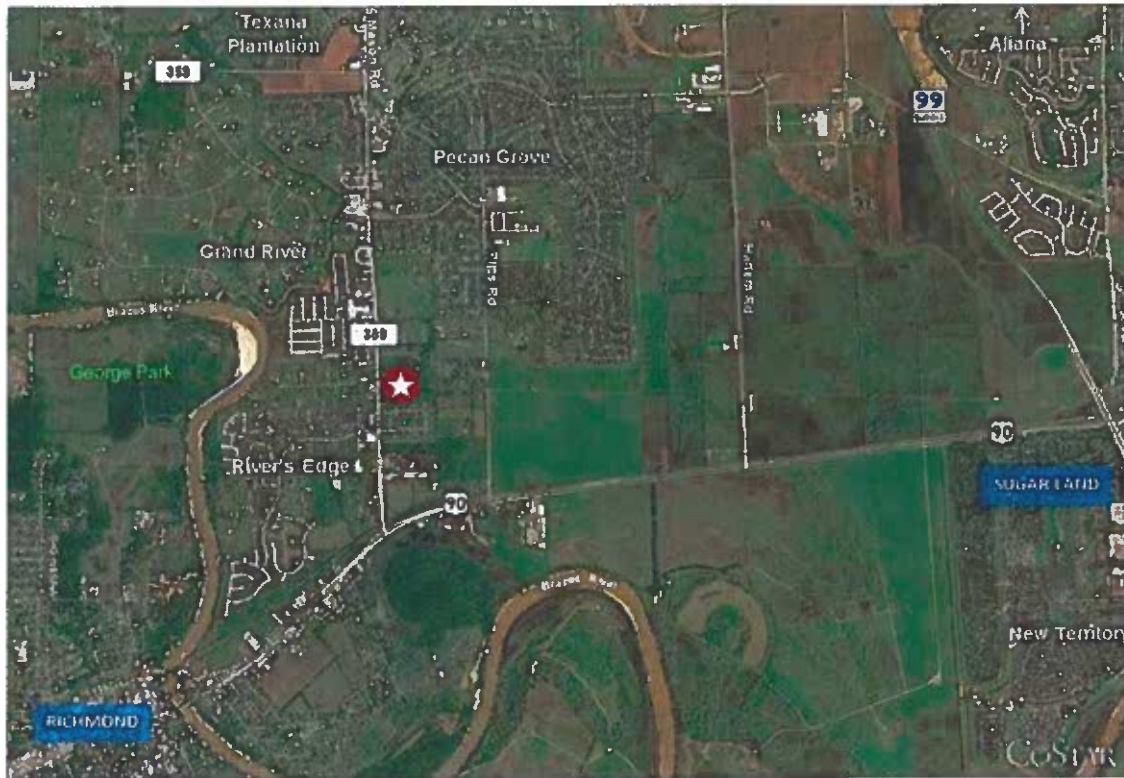
Building Type: **Retail/Bank**
 Bldg Status: **Built 2001**
 Building Size: **6,541 SF**
 Typical Floor Size: **6,541 SF**
 Stories: **1**
 Land Area: **2 AC**
 Total Avail: **6,541 SF**
 % Leased: **0%**
 Total Spaces Avail: **1**
 Smallest Space: **6,541 SF**
 Bldg Vacant: **6541**

Developer: -
 Management: -
 Recorded Owner: **5250 FM1640 Interests, LTD**
 Expenses: **2021 Tax @ \$7.79/sf**
 Parcel Number: **0055-00-000-0676-901**

Amenities: **Banking, Drive Thru, 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/mnn	Vacant	5-10 yrs	Direct

FM 359 - 25.16 AC FM 359 near HWY 90A



Location: **25.16 AC FM 359 near HWY 90A**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
Proposed Use: **Commercial, Retail, Office, Mixed Use**
Zoning: **No Restrictions**
Density: **No Restrictions**

Parcel Size: **25.16 AC**
Lot Dimensions: **-**
Improvements: **Barns, no contributory value**
On-Site Improv: **Raw land**

Developer: -

Management: -

True Owner: -

Recorded Owner: **Hail Eustice A li**

Parcel Number: **0062-00-000-0471-901, 0062-00-000-0472-901**

1211 FM 359



Location: **Southwest Outlier Cluster**
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
Proposed Use: **Commercial, Retail, Office, MultiFamily,**
Apartment Units, Fast Food

Zoning: -
Density: -

Developer: -
Management: -
True Owner: **Seguin Assets**
Recorded Owner: **Petrosewicz Enterprises Ltd**

Parcel Size: **1 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

FM 359 Rd - 42 AC for Development



Location: **42 AC for Development**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
Proposed Use: **Commercial, Industrial, Retail, Office,
Mixed Use, MultiFamily, Single Family
Development**

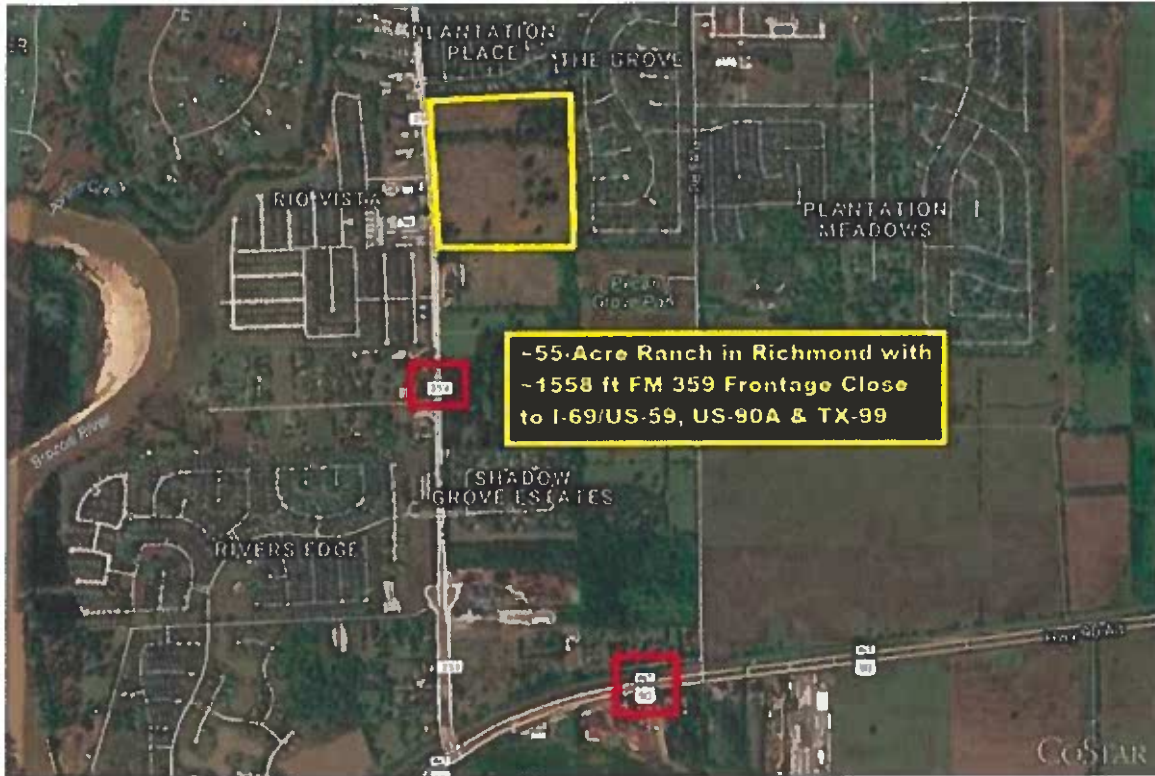
Zoning: -
Density: -

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Size: **42 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: **Raw land**

Parcel Number: **0046-00-000-0727-901**

1202 FM 359 Rd - 21.57 Acres



Location: **21.57 Acres**
AKA 1006 FM 359 Rd
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
 Proposed Use: **Commercial, Retail, Office, Mixed Use, MultiFamily, Apartment Units - Condo, Apartment Units - Senior, Apartment Units - Subsdzd, Hold for Development, Hold for Investment, Office Park, Open Space, Single Family Development, Storefront Retail/Office, Storefrnt Retail/Residntl, Agricultural**

Developer: -

Management: -

True Owner: -

Recorded Owner: -

Zoning: **Unrestricted**
 Density: -

Parcel Number: **0062-00-000-0010-901, 0062-00-000-0012-901**

Parcel Size: **21.57 AC**
 Lot Dimensions: -
 Improvements: -

1231 FM 359 Rd



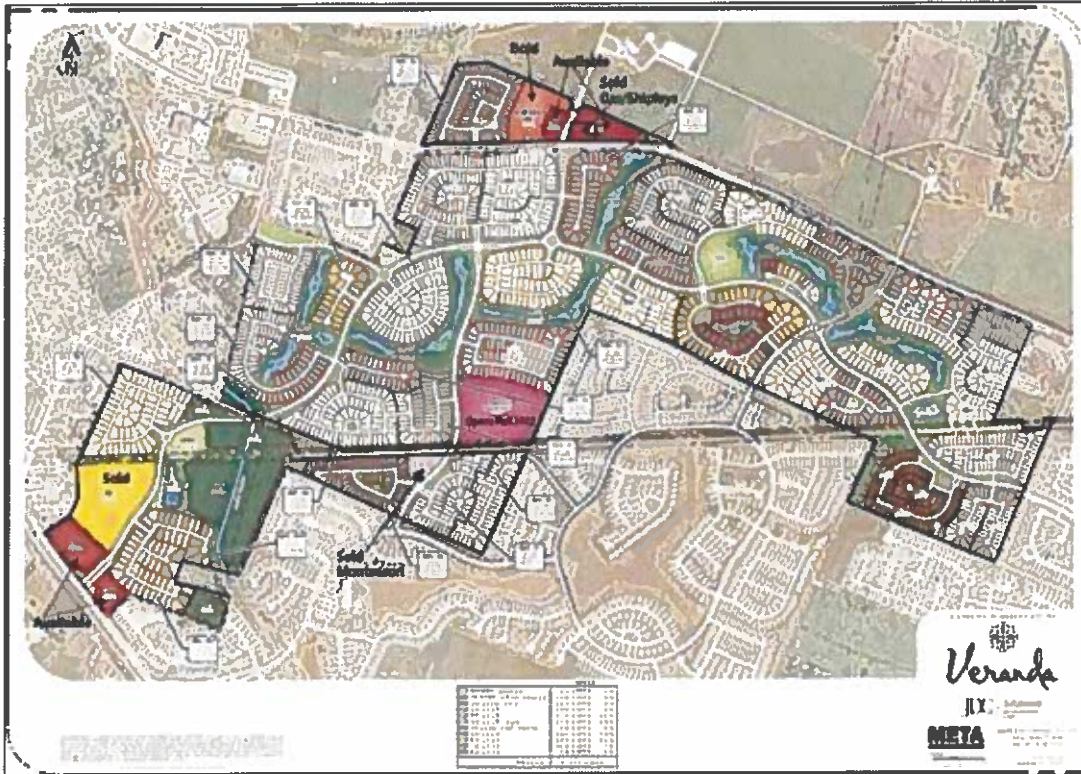
Location: **Southwest Outlier Cluster**
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
Proposed Use: -
Zoning: -
Density: -

Parcel Size: **0.97 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

Developer: -
Management: -
True Owner: -
Recorded Owner: -

23014 Henderson Row Dr - Veranda



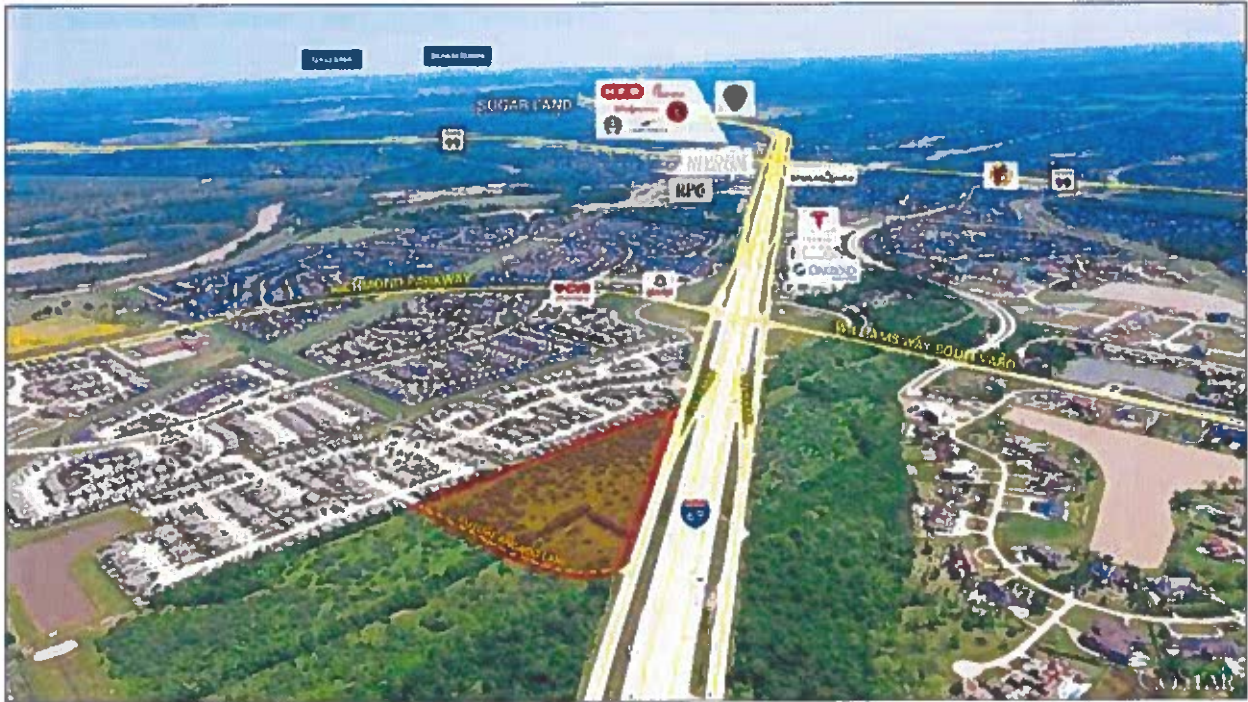
Location: **Veranda**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Type: **Land**
 Proposed Use: **Commercial**
 Zoning: **Commercial**
 Density: -

Parcel Size: **39.50 AC**
 Lot Dimensions: -
 Improvements: -
 On-Site Improv: **Raw land**

Developer: -
 Management: -
 True Owner: -
 Recorded Owner: -

0 Highway 59 - Williams Ranch Land



Location: **Williams Ranch Land**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Type: **Land**
Proposed Use: **Commercial, Retail, Office, Apartment Units**
Zoning: -
Density: -

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Size: **18.20 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

Parcel Number: **0055-00-000-0624-901**

0 E Highway 90 A



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

Type: **Land**
Proposed Use: **Commercial, Retail, Office, Mixed Use**
Zoning: -
Density: -

Parcel Size: **1.50 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: **Raw land**

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Number: **6186-03-000-0160-901**

0 Hwy 90 Alt - Richmond Landing - Lot "U"



Location: Richmond Landing - Lot "U"
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: Land
Proposed Use: Auto Repair, Fast Food, Restaurant,
Warehouse
Zoning: Commercial
Density: -

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Size: 1.63 AC
Lot Dimensions: -
Improvements: Recently Thinned
On-Site Improv: Raw land

907 Morton St - The Manor House of Richmond



Location: The Manor House of Richmond
Southwest Corridor Ind Cluster
Sugar Land Ind Submarket
Fort Bend County
Richmond, TX 77469

Building Type: Class B Flex
Status: Built 1929, Renov 2008
Tenancy: Single Tenant

Land Area: 0.78 AC
Stories: 2
RBA: 7,185 SF

Total Avail: No Spaces Currently Available
% Leased: 0%

Management: -
Recorded Owner: Gregory Events LLC

Crane: -
Rail Line: -
Cross Docks: -
Const Mat: -
Utilities: -

Ceiling Height: -
Column Spacing: -
Drive Ins: -
Loading Docks: -
Power: -

Expenses: 2021 Tax @ \$2.86/sf
Parcel Number: 7395-00-115-0070-901
Amenities: Air Conditioning, Balcony, Basement, Conferencing Facility, Courtyard, Fireplace, Hardwood Floors, Kitchen, Partitioned Offices, Reception, Restaurant, Yard

2222 Pultar Rd - 2222 Pultar Rd.



Location: **2222 Pultar Rd.**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Type: **Land**
Proposed Use: **Pasture/Ranch**
Zoning: -
Density: -

Parcel Size: **25 AC**
Lot Dimensions: -
Improvements: **House, Shop, Barn**
On-Site Improv: **Raw land**

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Number: **0047-00-000-0021-901**

911 Richmond



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

Building Type: **Class C Office**

Status: **Built 1910, Renov 1990**

Stories: **2**

RBA: **2,658 SF**

Typical Floor: **1,329 SF**

Total Avail: **No Spaces Currently Available**

% Leased: **0%**

Developer: -
Management: -
Recorded Owner: -

Parcel Number: **0055-00-000-0030-901**
Parking: **Ratio of 0.00/1,000 SF**

902 Richmond Pky



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

Building Type: **Class C Office/Office/Residential**

Status: **Built 1920, Renov 2011**

Stories: **2**

RBA: **3,614 SF**

Typical Floor: **3,191 SF**

Total Avail: **No Spaces Currently Available**

% Leased: **0.4%**

Developer: -

Management: -

Recorded Owner: **Goforth Edward D**

Expenses: **2021 Tax @ \$3.97/sf**

Parcel Number: **8545-00-001-0001-901**

Parking: **Ratio of 0.00/1,000 SF**

1006 Thompson Rd - Building 100



Location: **Building 100**
AKA 1006 S 11th St
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Building Type: **Class B Office**

Status: **Built 1962, Renov 2007**

Stories: **1**

RBA: **3,017 SF**

Typical Floor: **3,017 SF**

Total Avail: **3,017 SF**

% Leased: **0%**

Developer: -
 Management: **Psg Engineering**
 Recorded Owner: **Pedraza Properties Llc**

Expenses: **2021 Tax @ \$4.75/sf**
 Parcel Number: **8945-01-001-0040-901**
 Parking: **21 free Surface Spaces are available; Ratio of 6.96/1,000 SF**

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Type
P 1st	100 - 3,017	3,017	3,017	Withheld	Vacant	Negotiable	Direct

1006 Thompson Rd - Building 200



Location: Building 200
 Southwest Outlier Cluster
 Southwest Outlier Submarket
 Fort Bend County
 Richmond, TX 77469

Building Type: Class B Office

Status: Built 2011

Stories: 1

RBA: 1,320 SF

Typical Floor: 1,320 SF

Total Avail: 1,320 SF

% Leased: 0%

Developer: -
Management: -
Recorded Owner: -

Expenses: 2021 Tax @ \$10.85/sf
Parcel Number: 8945-01-001-0040-901
Parking: 21 Surface Spaces are available; Ratio of 10.00/1,000 SF

Floor	SF Avail	Floor Contig	Bldg Contig	Rent/SF/Yr + Svs	Occupancy	Term	Type
P 1st	1,320	1,320	1,320	Withheld	Vacant	3-5 yrs	Direct

N US HWY 90A Hwy - Reserve "X" and "Y"



Location: **Reserve "X" and "Y"**
Richmond Landing
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77406

Type: **Land**
Proposed Use: **Commercial, Mixed Use, Self-Storage**
Zoning: **None**
Density: -

Parcel Size: **3.29 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

Developer: -
Management: -
True Owner: -

Recorded Owner: **Pedraza Properties Llc**

Parcel Number: **6186-03-000-0230-901**

00 Williams Way - 00 Williams Way Blvd.



Location: **00 Williams Way Blvd.**
Southwest Outlier Cluster
Southwest Outlier Submarket
Fort Bend County
Richmond, TX 77469

Type: **Land**
Proposed Use: -
Zoning: -
Density: -

Parcel Size: **3.39 AC**
Lot Dimensions: -
Improvements: -
On-Site Improv: -

Developer: -
Management: -
True Owner: -
Recorded Owner: -

Parcel Number: **0049-00-016-0017-901**

7. Review and consider taking action on DCR's budget priorities for the upcoming year.



2024 DCR Priorities



**Connecting Our
Future With
Today.**



DCR Background

The DCR's adopted By-Laws contain additional language that captures the Corporation's essential responsibilities and core functions. Among other vital activities, By-Laws Section 4.04.A. charges the DCR Board with identifying and implementing strategies to "direct economic development" within the City's jurisdiction. Subsection H. then elaborates that:

'Direct economic development' shall mean the expenditure of funds for programs that directly accomplish or aid in creating identifiable new jobs or retaining identifiable, existing ones. Direct economic development includes job training, planning, and research activities necessary to promote job creation. The Corporation's focus will be primarily in the areas of:

- Business retention and expansion;
- Formation of new businesses;
- Attracting new businesses; and
- Any project authorized by Chapters 501 and 504 of the Texas Local Government Code for which the Corporation is eligible.

What are Primary Jobs

A primary job is one at a company that exports a majority of its products or services to markets outside the local region, infusing new dollars into the local economy. Primary jobs are further limited to specific industry sectors such as agriculture, mining, manufacturing and scientific research and development. Those industry limitations can be found in Local Government Code, Chapter 501.

Type B EDCs located within communities of less than 20,000 people enjoy a wide-range of allowable expenditures. These corporations can fund land, buildings, equipment, facilities, expenditures, targeted infrastructure, and improvements found by the board of directors to promote new or expanded business development (with no "primary job" requirement). Any project under \$10,000 for a Type B EDC of this size does not require approval by the city council or governing authority. Any project over \$10,000 requires a resolution and at least two separate readings by the city council. Typically, this is accomplished by a council reading the resolution approving of the project at back-to-back council meetings.

Primary Jobs vs. Richmond's Industry Sectors

Texas Defined Industry Sectors	Richmond's Targeted Industry Sectors
Agriculture	Energy
Mining	Finance, Insurance, & Real Estate (FIRE)
Manufacturing	Business Services
Scientific Research & Development	Professional, Scientific, & Technical Services
	Healthcare & Life Sciences

A photograph of a street scene featuring a brick building and a sign that reads "100% STEEL". The text "What industry sectors cross over from State to our Cities' sectors?" is overlaid in white on a dark semi-transparent background.

What industry sectors cross over from State to our Cities' sectors?

Primary Jobs vs. Richmond's Industry Sectors

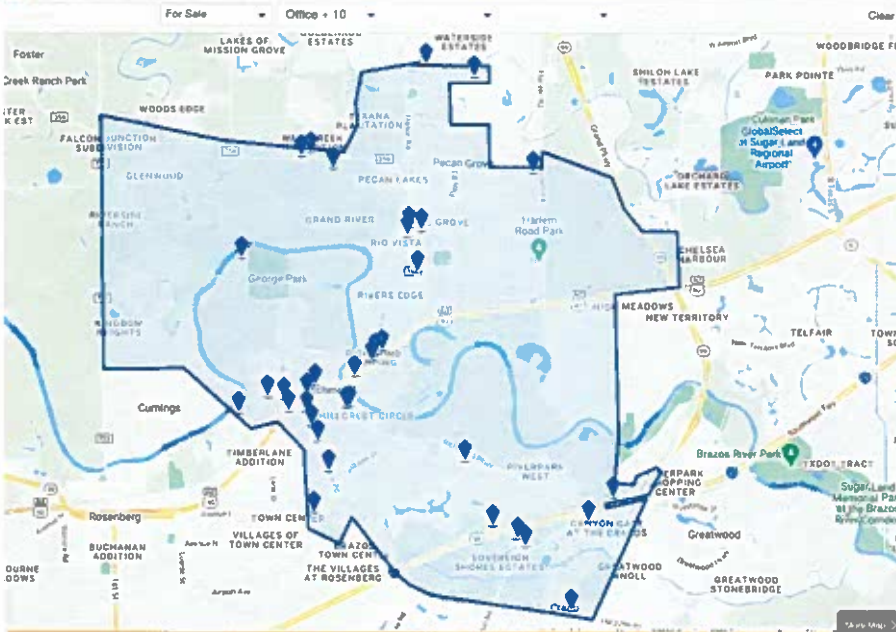
Texas Defined Industry Sectors that compliment Richmond's Targeted Industry Sectors





Available land vs. Prospective Projects

With the land we have left, we know these are our target industry sectors, but which ones fit in the space (land) we have left?



Energy

Finance, Insurance, & Real Estate (FIRE)

Business Services

Professional, Scientific, & Technical Services

Healthcare & Life Sciences

What Does the International Economic Development Council define as Economic Development?

- Bring new businesses in and promote the community as a location for economic activity
- Help existing local businesses solve problems that would cause them to fail, close, or move away
- Help local businesses grow and expand
- Work with partners to prepare residents for available careers, connect businesses to skilled workers, and build the pipeline of future workers in the community
- Help entrepreneurs and new firms start up and access the resources they need to succeed
- Improve a community's quality of life

Fort Bend 5-year Projected Job Growth in Fort Bend

Top 5 Sectors

- Sales and related occupations + Office and Administrative Support Occupations + Business and Financial Operation Occupations (Business, Marketing, and Finance) – **9,380 jobs**
- Life, Physical, and Social Science Occupations + Healthcare Support Occupations + Healthcare Practitioners and Technical Occupations (Health Science) – **5,558 jobs**
- Transportation and Material Moving Occupations (Transportation, Distribution, and Logistics) – **4,303 jobs**
- Educational Instruction and Library Occupations (Education and Training) – **3,277 jobs**
- Construction and Extraction Occupations + Architecture and Engineering Occupations (Architecture and Construction) – **2,653 jobs**

Data used from Fort Bend EDC July 2023 Monthly Data Report



A large group of people is seated at tables in a bright, modern dining area. The room features large windows on the left side, providing natural light. The ceiling is high with exposed wooden beams and a large, multi-bladed ceiling fan. The overall atmosphere is casual and social. The text "What can we accomplish in 2024?" is overlaid in the center of the image in a large, white, sans-serif font.

**What can we
accomplish
in 2024?**

Initiative #1

Business Retention and Expansion

- Visit two businesses monthly and attempt to schedule the visit with SBA or one of their affiliates.
 - SBDC would visit businesses with me.
 - Future Strategic Plan Discussion: They have also in the past mentioned matching 50/50 of a Small Business Specialist to serve solely in our ED office if funding ever became available and should we move forward with a physical small business accelerator/incubator. The contribution at that time was \$40k
- Host in partnership with SBA affiliates training sessions for small businesses that can help nurture them in various growth stages.
- Continue to Host Coffee at the BLOCK to assist small businesses with networking (this is a free event and doesn't exclude businesses who may or may not be able to afford to invest in Chamber memberships.

Initiative #2

Attracting New Businesses

- Begin to complete Request for Information Request (the RFI process takes nine months to three years to complete each project we apply for.)
- Continue to Market reasons "Why you should do Business in Richmond" through the Economic Development of Social Media platforms.
- Continue to contact all the real estate agents who have commercial property in Richmond and its ETJ (Due to the reduction of the area, we decided within the scope of the map, we average around 20 for realtors who are selling and 15 who are leasing)

Initiative #3

Support Regional Collaboration

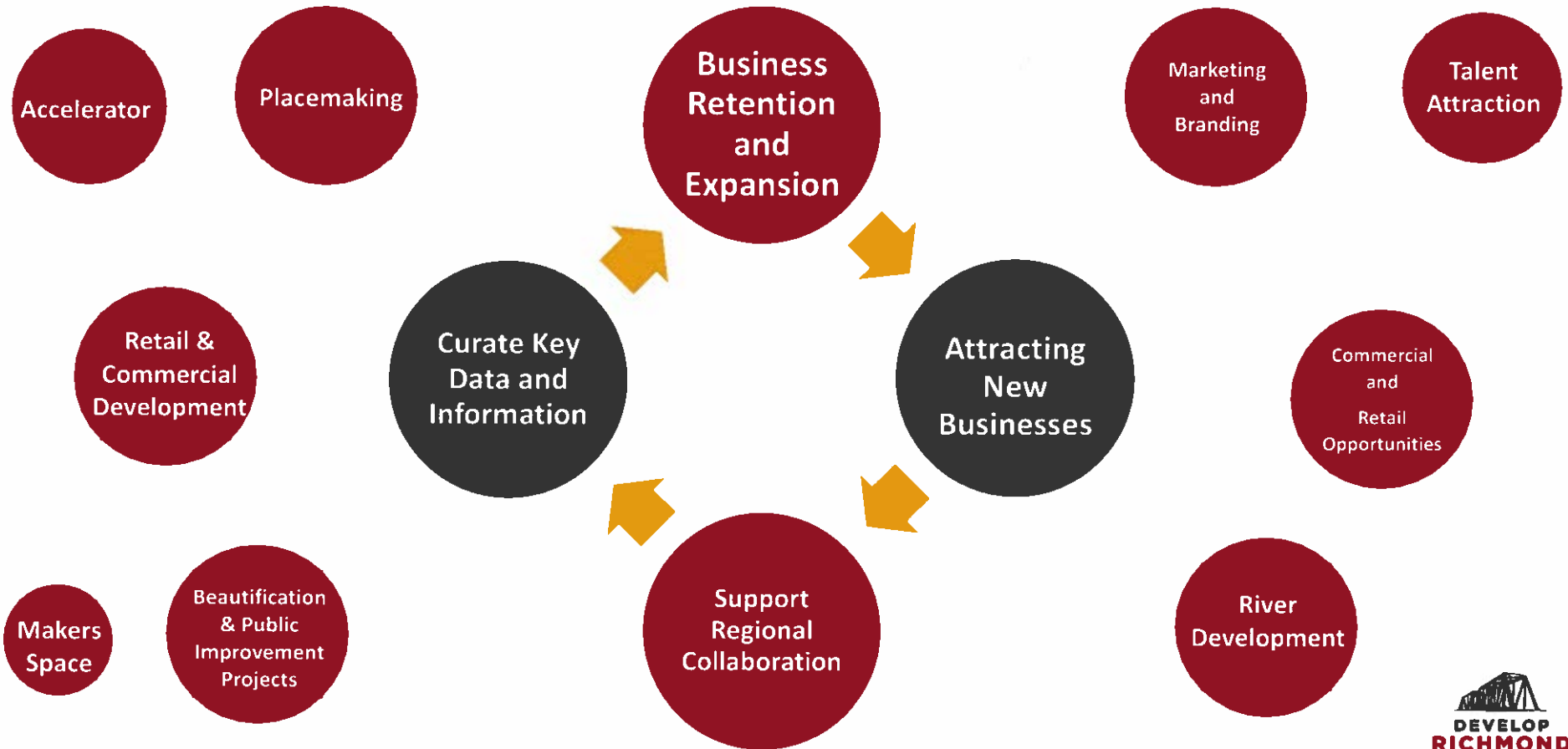
- Collaborate with the University of Houston's Federal Consortium
- Continue to collaborate with Greater Houston Partnership on building awareness of the Greater Richmond/Fort Bend efforts to be more marketable to businesses and developers.
- Continue to build on the Support of Houston Exponential through Fort Bend EDC.

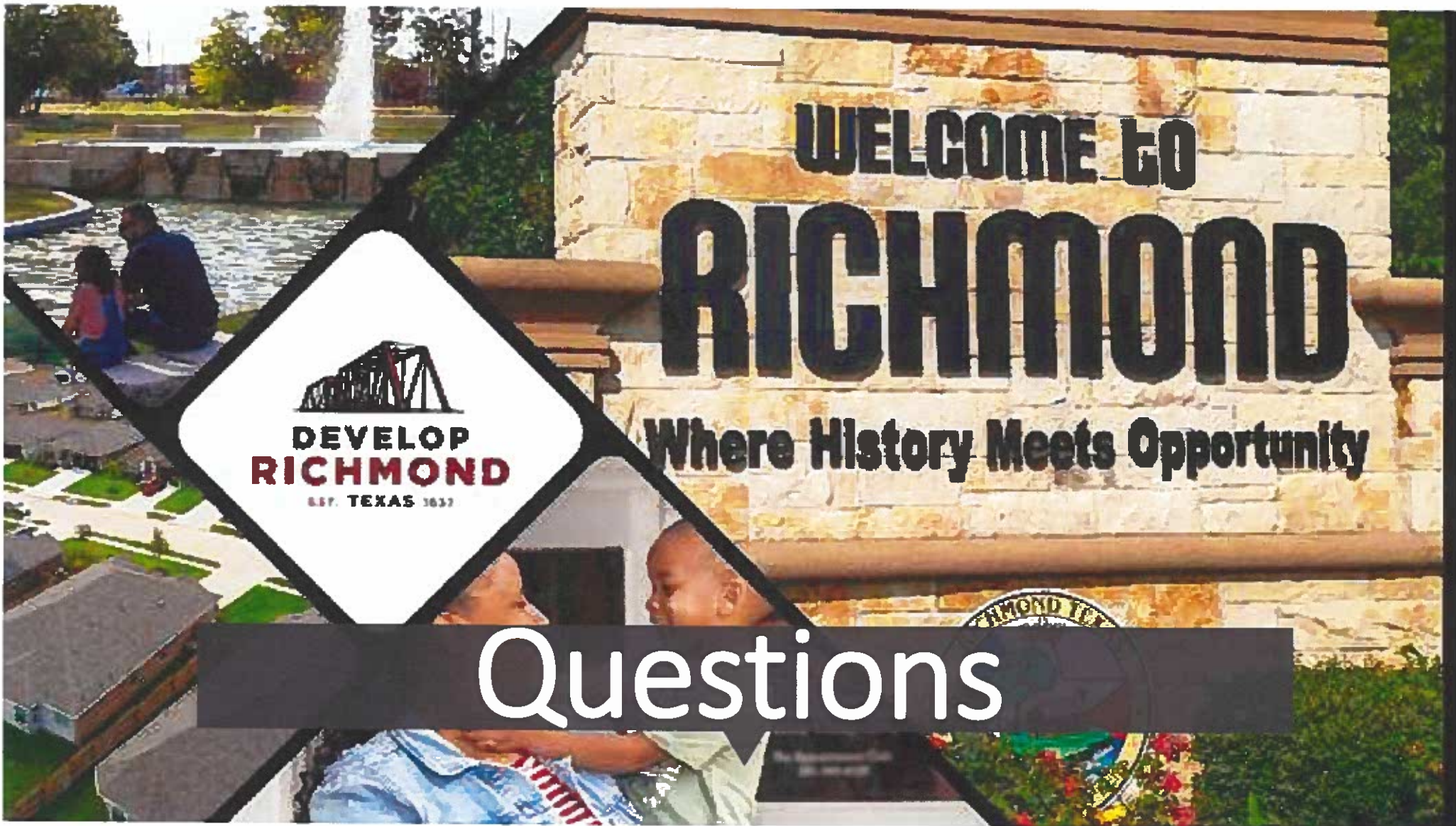
Initiative #4

Curate Key Data and Information to aid Businesses and Developers.

- Purchase software that can assist with data to help in what is happening in the market concerning Consumer practices
- Continue to use CoStar.
- Continue to use Impact Data Source.

How Does This Look Amongst The Other Priorities?





WELCOME TO

RICHMOND

Where History Meets Opportunity



DEVELOP
RICHMOND
1837 TEXAS 1837

Questions

8. Review and consider taking action on updating our Feasibility report on hotels through a RFP process for a Hotel Consultant for major corridors of the city and ETJ.





Development Corporation of
Richmond
AGENDA ITEM COVER MEMO

DATE: July 18, 2023

AGENDA ITEM 7 B. Review and Consider taking action on identifying a Hotel Consultant for major corridors of the city and ETJ.

BACKGROUND:

On January 28, 2018, Former Director Cameron Goodman received the Market Feasibility Study for the Proposed Indoor Waterpark Resort. This study was provided by Hotel & Leisure Advisors(H&LA). H&LA is arguably one of the top firms in their field.

Since the commission of the document, not only have we faced a lapse in time, but also, with the effects of the pandemic, the markets have changed. Although the study speaks favorably of the project, it only targets development on just one piece of property instead of all available space along the corridor of 59/69.

UPDATE:

Staff requests that we have the study refreshed and the scope to expand to land along 59/69 within our ETJ. The revised study will help us identify ways to attract multiple hotels serving different purposes and customers along the corridor.

9. Personnel Discussion on Economic Development Coordinator/Assistant.





POSITION DESCRIPTION

DRAFT

POSITION TITLE: ECONOMIC DEVELOPMENT COORDINATOR

DEPARTMENT	Economic Development	POSITION #	
PROGRAM #	100	SALARY RANGE	G-07
REPORTS TO	ECONOMIC DEVELOPMENT DIRECTOR	FLSA STATUS	Exempt
SUPERVISES	None	DATE OF REVISION	06/2021

POSITION FUNCTION SUMMARY:

Responsible for the direct support of the Economic Development Department by providing managerial and administrative support to Economic Development Director. The position is responsible for monitoring and participating in Economic Development Strategic Projects, conducting, and summarizing research and analysis on the Fort Bend/Richmond/Houston market, and assist in budget development and maintenance. The position will assist with managing retail development, small/business and entrepreneurial support and lead special projects at the direction of the Economic Development Director. This position may interact and work directly with all City departments, the City Commission, Development Corporation of Richmond Board, the business community, the general public, statewide organizations/associations and various governmental agencies.

ESSENTIAL DUTIES AND RESPONSIBILITIES: THE STATEMENTS BELOW ARE INTENDED TO DESCRIBE THE GENERAL NATURE AND LEVEL OF WORK BEING PERFORMED BY INDIVIDUAL(S) ASSIGNED TO THIS POSITION. THEY ARE NOT INTENDED TO BE AN EXHAUSTIVE LIST OF ALL RESPONSIBILITIES, DUTIES AND SKILLS REQUIRED OF PERSONNEL SO CLASSIFIED IN THIS POSITION. THE POSITION DESCRIPTION IS SUBJECT TO CHANGE BY THE CITY AS THE NEEDS OF THE CITY AND REQUIREMENTS OF THE POSITION CHANGE.

- Utilizing gathered research and business/real estate data applications, develop data factsheets and other collateral including maps for target industries, case studies, RFP responses and other collateral to communicate Richmond specific value proposition.

ECONOMIC DEVELOPMENT COORDINATOR

- Coordinate with the Economic Development Director to conduct surveys and research economic trends, demographic trends, and infrastructure issues relative to Richmond in order to effectively promote economic development analyses such as employment trends, demographics, new businesses, commercial building vacancy rates, sales tax collection, availability of land sites, etc. Research and maintain information on relevant rankings, statistics, and industry needs as information is made available.
- Maintain a comprehensive contact list for businesses throughout Richmond as well as the Extraterritorial Jurisdiction Limits. Create a calendar for visitation to the business site and assist the director with any additional support needed before or after the meeting with businesses.
- Assures special events are planned and executed efficiently and effectively, including activities with the Central Fort Bend Chamber of Commerce for marketing activities and business appreciation luncheons.
- Provide retail industry support to retail brokers, shopping center owners, property managers and retailers. May include, but not limited to, analyzing data and developing factsheets of key Richmond retail data information; coordinating quarterly roundtable meetings with brokers and retailers; utilizing social media to regularly communicate and share information on new leases, store openings/expansions/closings, upcoming projects and retail events.
- Maintain knowledge of the Richmond Development Corporation and assist in the preparation of agenda items, reports, budgets and presentations.
- Special Projects – Assist with Community Vision implementation by coordinating strategic and special projects that are desired by Economic Development Director, City Management, or the Department.
- Maintain strategic project documents and works to ensure information is completed and documented in a timely manner while also assisting staff in meeting desired goals and deadlines.
- Assist in and support creative approaches to improve aging retail centers and redevelopment efforts.
- Assist and promote programs that support entrepreneurship & start-up businesses within the city.
- Prepare various financial and narrative economic development reports for presentation to the Development Review Board, City Commissions, the public, etc. with assistance from the Director of Economic Development.
- Perform other duties and responsibilities as needed or assigned.
- Respond to surveys from universities, students, and other professional associations with assistance.
- Assist in the management of Economic Development social media accounts and website development/maintenance.
- Assist in the efforts of Business Retention and Recruitment as directed.

ECONOMIC DEVELOPMENT COORDINATOR

- Required to work as an essential employee before, during, and after an emergency or disaster, whether natural or acts of war.
- Performs other job-related functions as assigned or apparent.

KNOWLEDGE, SKILLS & ABILITIES: TO PERFORM THIS POSITION SUCCESSFULLY, AN INDIVIDUAL(S) MUST BE ABLE TO PERFORM EACH ESSENTIAL DUTY AND RESPONSIBILITY SATISFACTORILY. THE REQUIREMENTS LISTED BELOW ARE REPRESENTATIVE OF THE KNOWLEDGE, SKILL, AND/OR ABILITY REQUIRED.

- To use market research methodologies and public relations principles and practices.
- Knowledge of principles of land use, business development, and economic development.
- Knowledge of common business, governmental, and real estate terminology and practices, as well as current innovations in business and economic development activities.
- Knowledge of pertinent federal, state and local laws, codes and regulations relating to economic development in general
- Knowledge of word processing, spreadsheet, and professional presentation software, such as Word, Excel, and PowerPoint.
- Knowledge of Internet and e-mail software and systems.
- Knowledge of municipal government functions and inter-governmental relations.
- Networking and leadership skills and the ability to work effectively with the business community, government, officials and community, regional, and state organizations are imperative. Must demonstrate excellent customer service skills.
- Skills in establishing a rapport and eliciting cooperation from co-workers, the business community, and citizens.
- Skills in effective communication both orally and in writing.
- Skills in effective time management and resource utilization.
- Ability to handle confidential matters, use discretion, and make independent judgments.
- Ability to work effectively with all levels of employees and management and assist in providing solutions to projects and tasks.
- Ability to establish and maintain effective working relationships within the community and organization.
- Must be available for night and weekend events and meetings, some of which may involve overnight travel.

ECONOMIC DEVELOPMENT COORDINATOR

- Stay abreast of, and comply with, all City and departmental policies and procedures.

EDUCATION, EXPERIENCE AND TRAINING: THE MINIMUM KNOWLEDGE, SKILLS AND ABILITIES TO PERFORM THE ESSENTIAL DUTIES AND RESPONSIBILITIES OF THIS POSITION ARE LISTED BELOW.

Formal Education:

- Bachelor's degree in Marketing, Business Administration, Accounting & Computer Information Systems, Urban Planning, or Public Administration.

Relatable Work Experience:

- Two plus years of experience in economic development, business retention, real estate brokerage, retail development or municipal government. Advanced education above a Bachelor's degree may be substituted for up to two years of experience.
- The candidate should have a proven track record of researching, coordinating, and assisting in the implementation of a wide range of economic development programs, projects, and initiatives (or projects similar in nature and execution).
- Experience or knowledge of Texas economic development incentive programs (Type B Corporations, Tax Abatements, Chapter 380s, Direct Incentives, Enterprise Zones, Skills Development, etc.) and an understanding of the restrictions associated with the usage of funds derived from these sources is preferred.
- Municipal experience is a plus.

Training (License and/or Certification):

- Valid Texas Driver's License
- Recognized Economic Development Industry training is a plus, but not a requirement. Certifications may include:
- Certified Economic Developer (CED)
- Economic Development Finance Professional (EDFP)
- Certified Commercial Investment Member (CCIM)

PHYSICAL DEMANDS: THE PHYSICAL DEMANDS DESCRIBED HERE ARE REPRESENTATIVE OF THOSE THAT MUST BE MET BY AN EMPLOYEE TO SUCCESSFULLY PERFORM THE ESSENTIAL FUNCTIONS OF THIS POSITION. REASONABLE ACCOMMODATIONS MAY BE MADE TO ENABLE INDIVIDUALS TO PERFORM THE ESSENTIAL FUNCTIONS.

ECONOMIC DEVELOPMENT COORDINATOR

STAND/WALK	Occasional walking within City Hall and City Departments.
SIT	For most tasks (desk chair 19" high, desk top high, keyboard 28" high).
TALK/LISTEN	Communicate with the public and staff in person and on the telephone.
DEXTERITY	Ability to write and use a computer.
CLIMB/BALANCE	To get files on top shelf of lateral filing cabinet (65" high) and supplies from top shelf of supply closet (75" high).
STOOP/CRAWL/ KNEEL/CROUCH	To obtain files and paper from lower drawers and books from shelves up to 65" high. To change toner cartridge in copier; obtain files and paper from lower drawers and shelves (paper as low as 4" from floor).
LIFT/MOVE/ PUSH/PULL	Ability to move boxes weighing up to 25 lbs.
VISION	Ability to use a computer at least 50% of workday; ability to read and write.

WORK ENVIRONMENT: THE WORK ENVIRONMENT CHARACTERISTICS DESCRIBED HERE ARE REPRESENTATIVE OF THOSE AN EMPLOYEE ENCOUNTERS WHILE PERFORMING THE ESSENTIAL FUNCTIONS OF THIS JOB. REASONABLE ACCOMMODATIONS MAY BE MADE TO ENABLE INDIVIDUALS TO PERFORM THE ESSENTIAL FUNCTIONS.

NORMAL HOURS/ DAYS OF WORK	8:00 a.m. to 5:00 p.m., Monday through Friday (May require some weekends and evenings).
DESCRIPTION OF DAILY WORK ENVIRONMENT	Work area is located in a climate-controlled environment that is shielded from direct public access. Work site may be an open-design space, a cubicle, or a private office.

This Job Description does not constitute an employment agreement between the City of Richmond and the employee. This position is subject to change by the employer as the needs of the employer and requirements of the job change.

Signature

Date

10. Review and discuss the appointment of a DCR Board member(s) to serve as an Ad Hoc Committee member for the DCR Strategic Plan.



11. Review and consider approving a request for sponsorship for the Pecan Harvest Festival.





July 7, 2023

Ms. Terri Vela
City Manager
City of Richmond Texas

Mr. Jerry Jones
Economic Development Director
Development Corporation of Richmond

402 Morton Street
Richmond, TX 77469

Dear Terri and Jerry,

We are excited to announce that the Rotary Club of Richmond, a 501c3 nonprofit organization, is hosting the 2023 Pecan Harvest Festival, an event that celebrates the rich pecan harvest culture in Texas and brings the community together for a day of fun, food, and entertainment. As organizers of this event, we are reaching out to your organization to request your support in making this event a success.

The 2023 Pecan Harvest Festival is an excellent opportunity to showcase your organization's commitment to the community. By becoming a sponsor, you will help cover the cost of event logistics, marketing, promotions, and other related expenses.

The proceeds from the event will be used to benefit the Richmond community. Most recently, Rotary contributions have supported scholarships to LCISD students, building and delivering over 50 beds to local children not having a bed of their own, hosting popcorn at City of Richmond Movies in Wessendorff Park, supporting the Fort Bend Women's Center, contributing to OakBend Medical Center's ACE unit refurbishment, helping to fund Rotary International's PolioPlus campaign to eradicate Polio worldwide, and many other local and international projects.

Our event is expected to attract thousands of visitors from all over the region, making it an excellent opportunity for your organization to promote your brand and services. We have various sponsorship packages tailored to different budgets, and we are confident that there is a package that is suitable for your organization.

In return for your sponsorship, we will provide you with brand visibility from our marketing and promotional activities leading up to the event, as well as during the event itself. We will also include your organization's logo on all event materials, such as banners, flyers, and website based on your level of sponsorship.

On behalf of the Rotary Club of Richmond, we thank you for your support of this wonderful family event. Should you have any questions or concerns regarding sponsorship opportunities or the event itself, please contact me.

Larry Pittman
Event Coordinator
2023 Pecan Harvest Festival
Direct: 713-822-4088
Email: pecan.harvest.festival@gmail.com

12. Review and consider approving a request for a grant to purchase souvenirs for the Fort Bend Museum.



**DEVELOP
RICHMOND**
EST. TEXAS 1837

P.O. Box 460
Richmond, Texas 77406
281-342-1256
fbhistory.org

fortbendhistory

ASSOCIATION

Preserve. Educate. Inspire.

July 10, 2023

Mr. Jerry Jones
Develop Richmond
402 Morton Street
Richmond, TX 77469

Dear Mr. Jones,

Thank you for the opportunity to expand our Richmond, Texas signature items at the Fort Bend Museum. We are requesting a one-time \$3,000 grant that will be used for merchandise representing Richmond, TX such as t-shirts, mugs, picture frames, books, and other items. We will purchase our products from Richmond, Texas vendors and with your approval would like to incorporate the Richmond, TX bridge logo in some of the designs. Sustainability of these items will be from the proceeds from the original purchased.

I appreciate your consideration to collaborate with the Fort Bend Museum and support our efforts to further promote the Richmond and Fort Bend Community.

Sincerely,



Michaela Carriere
Director of Development
Fort Bend History Association
p. 281.342.1256 | f. 281.342.3782
mcarriere@fbhistory.org

13. Future agenda items.



14. 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

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

DEVELOP
RICHMOND
EST. TEXAS 1837



16. Adjournment

DEVELOP
RICHMOND
FST TEXAS 1837