

**NOTICE OF REGULAR TOMBALL ECONOMIC DEVELOPMENT  
CORPORATION MEETING**



**Tuesday, May 10, 2022  
5:30 PM**

Notice is hereby given of a meeting of the Tomball Economic Development Corporation, to be held on Tuesday, May 10, 2022 at 5:30 PM, City Hall, 401 Market Street, Tomball, TX 77375, for the purpose of considering the following agenda items. All agenda items are subject to action. The Tomball Economic Development Corporation reserves the right to meet in a closed session for consultation with attorney on any agenda item should the need arise and if applicable pursuant to authorization by Title 5, Chapter 551, of the Texas Government Code.

**THE TOMBALL ECONOMIC DEVELOPMENT CORPORATION OF THE CITY OF TOMBALL, TEXAS, WILL CONDUCT THE MEETING SCHEDULED FOR MAY 10, 2022, 5:30 PM, AT 401 MARKET STREET, TOMBALL, TEXAS, 77375. THIS MEETING AGENDA AND THE AGENDA PACKET ARE POSTED ONLINE AT:**

**[HTTPS://TOMBALLTX.GOV/ARCHIVE.ASPX?AMID=38](https://tomballtx.gov/archive.aspx?amid=38)**

**A RECORDING OF THE MEETING WILL BE MADE AND WILL BE AVAILABLE TO THE PUBLIC IN ACCORDANCE WITH THE OPEN MEETINGS ACT UPON WRITTEN REQUEST.**

The public toll-free dial-in numbers to participate in the telephonic meeting are any one of the following (dial by your location): +1 312 626 6799 US (Chicago); +1 646 876 9923 US (New York); +1 301 715 8592 US; +1 346 248 7799 US (Houston); +1 408 638 0968 US (San Jose); +1 669 900 6833 US (San Jose); or +1 253 215 8782 US (Tahoma) - Meeting ID: 813 6321 6694. The public will be permitted to offer public comments telephonically, as provided by the agenda and as permitted by the presiding officer during the meeting.

- A. Call to Order
- B. Invocation
- C. Pledges
- D. Public Comments and Receipt of Petitions; *[At this time, anyone will be allowed to speak on any matter other than personnel matters or matters under litigation, for length of time not to exceed three minutes. No Council/Board discussion or action may take place*

*on a matter until such matter has been placed on an agenda and posted in accordance with law - GC, 551.042.]*

E. Reports and Announcements

F. Reports by TEDC Staff:

- [1.](#) Spring 2022 Quarterly Newsletter
- [2.](#) Workforce Solutions Forum – May 26, 2022
- [3.](#) Economic Development Week – May 9, 2022 – May, 13, 2022

G. Approval of Minutes

- [4.](#) Regular Tomball EDC Meeting of March 8, 2022

H. New Business

- [5.](#) Presentation by Katherine DuBose, Finance Director, regarding the Tomball EDC 2021-2022 Fiscal Year financial statements.
- [6.](#) Presentation by Karla Sandoval, TISD CTE Director, regarding CTE Programs at Tomball Innovation Center.
- [7.](#) Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Sip Hip Hooray to make direct incentives to, or expenditures for, advertising, promotion, and marketing for monthly Shop and Stroll events to be held in Old Town Tomball, as authorized under Section 505.158 of the Texas Local Government Code. The estimated total amount of expenditures is an amount not to exceed \$40,545.00  
  
- Public Hearing
- [8.](#) Consideration and possible action by Tomball EDC to accept the Tomball Economic Development Corporation 2021-2022 Annual Report.
- [9.](#) Consideration and possible action by Tomball EDC to approve the Tomball Economic Development Corporation 2022-2023 Strategic Work Plan.
- [10.](#) EXECUTIVE SESSION: The Tomball Economic Development Corporation Board will meet in Executive Session as authorized by Title 5, Chapter 551, Texas Government Code, The Texas Open Meetings Act, for the following purpose:
  - Section 551.072, - Deliberations regarding real property: Deliberate the purchase, exchange, sale, lease, or value of real property.



- Section 551.087, - Deliberation regarding Economic Development negotiations.

11. Reconvene into regular session and take action, if necessary, on items discussed in Executive Session.

I. Adjournment

### **CERTIFICATION**

I hereby certify that the above notice of meeting was posted on the bulletin board of City Hall, City of Tomball, Texas, a place readily accessible to the general public at all times, on the 6th day of MAY 2022 by 5:30 PM, and remained posted for at least 72 continuous hours preceding the scheduled time of said meeting.

Kelly Violette  
Executive Director

This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the City Secretary's office at (281) 290-1002 or FAX (281) 351-6256 for further information.

AGENDAS MAY BE VIEWED ONLINE AT [www.ci.tomball.tx.us](http://www.ci.tomball.tx.us).

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Spring 2022 Quarterly Newsletter

**Background:**

**Origination:**

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed	_____	Approved by	_____
	Staff Member-TEDC		Executive Director-TEDC
	Date		Date

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Workforce Solutions Forum – May 26, 2022

**Background:**

**Origination:**

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed	_____	Approved by	_____
	Staff Member-TEDC		Executive Director-TEDC
	Date		Date

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Economic Development Week – May 9, 2022 – May, 13, 2022

**Background:**

**Origination:**

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed	_____	Approved by	_____
	Staff Member-TEDC		Executive Director-TEDC
	Date		Date

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Regular Tomball EDC Meeting of March 8, 2022

**Background:**

**Origination:** Kelly Violette, Executive Director

**Recommendation:**

Approval of the Minutes for the Meeting of March 8, 2022

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed \_\_\_\_\_

Staff Member-TEDC

Date \_\_\_\_\_

Approved by \_\_\_\_\_

Executive Director-TEDC

Date \_\_\_\_\_

**NOTICE OF REGULAR TOMBALL ECONOMIC DEVELOPMENT  
CORPORATION MEETING**



**Tuesday, March 08, 2022  
5:30 PM**

Notice is hereby given of a meeting of the Tomball Economic Development Corporation, to be held on Tuesday, March 08, 2022 at 5:30 PM, City Hall, 401 Market Street, Tomball, TX 77375, for the purpose of considering the following agenda items. All agenda items are subject to action. The Tomball Economic Development Corporation reserves the right to meet in a closed session for consultation with attorney on any agenda item should the need arise and if applicable pursuant to authorization by Title 5, Chapter 551, of the Texas Government Code.

**THE TOMBALL ECONOMIC DEVELOPMENT CORPORATION OF THE CITY OF TOMBALL, TEXAS, WILL CONDUCT THE MEETING SCHEDULED FOR MARCH 8, 2022, 5:30 PM, AT 401 MARKET STREET, TOMBALL, TEXAS, 77375. THIS MEETING AGENDA AND THE AGENDA PACKET ARE POSTED ONLINE AT:**

**[HTTPS://TOMBALLTX.GOV/ARCHIVE.ASPX?AMID=38](https://tomballtx.gov/archive.aspx?amid=38)**

**A RECORDING OF THE MEETING WILL BE MADE AND WILL BE AVAILABLE TO THE PUBLIC IN ACCORDANCE WITH THE OPEN MEETINGS ACT UPON WRITTEN REQUEST.**

The public toll-free dial-in numbers to participate in the telephonic meeting are any one of the following (dial by your location): +1 312 626 6799 US (Chicago); +1 646 876 9923 US (New York); +1 301 715 8592 US; +1 346 248 7799 US (Houston); +1 408 638 0968 US (San Jose); +1 669 900 6833 US (San Jose); or +1 253 215 8782 US (Tahoma) - Meeting ID: 850 2242 3618 Passcode: 608878. The public will be permitted to offer public comments telephonically, as provided by the agenda and as permitted by the presiding officer during the meeting.

**A. Call to Order**

President Fagan called the meeting to order at 5:32 p.m.

PRESENT

President Gretchen Fagan

Secretary Bill Sumner

Treasurer Richard Bruce

Member Chad Degges  
Member Randy Parr

OTHERS PRESENT

Kelly Violette  
Tiffani Wooten  
Tori Gleason  
Ross Winkler  
Tom Condon  
Kyle Bertrand  
Katherine DuBose  
Kaela Olson (via Zoom)

ABSENT

Vice-President Steven Vaughan  
Member Clete Jaeger

B. Invocation

Board Member Degges led the invocation.

C. Pledges

Kelly Violette led the pledge of allegiance to both flags.

D. Public Comments and Receipt of Petitions; *[At this time, anyone will be allowed to speak on any matter other than personnel matters or matters under litigation, for length of time not to exceed three minutes. No Council/Board discussion or action may take place on a matter until such matter has been placed on an agenda and posted in accordance with law - GC, 551.042.]*

President Fagan opened public comments at 5:34 p.m. No comments were received. Public comments were closed at 5:34 p.m.

E. Reports and Announcements

F. Reports by TEDC Staff:

Tiffani Wooten provided an overview of the following:

1. Lovett Industrial – Interchange 249 Groundbreaking Ceremony
2. 2022 Strategic Work Plan Board Retreat – April 6, 2022

3. Texas Economic Development Council – Economic Excellence Award

G. Approval of Minutes

4. Regular Tomball EDC Meeting of January 11, 2022

Motion made by Member Parr, Seconded by Secretary Sumner to approve the minutes as presented.

Voting Yea: President Fagan, Secretary Sumner, Treasurer Bruce, Member Degges, Member Parr.

The motion carried unanimously.

H. New Business

5. Presentation by Katherine DuBose, Finance Director, regarding the Tomball EDC 2021-2022 Fiscal Year financial statements.

Katherine DuBose, Finance Director, provided an overview of the financial statements.

Presentation item only; no Board action required.

6. Consideration and possible action by Tomball EDC to approve a request by Century Hydraulics, LLC for a one-year extension of time in order to complete the construction of a 7,500 square-foot office/warehouse facility and make other capital improvements located at 23706 Snook Lane, Tomball, Texas 77375.

Motion made by Secretary Sumner, Seconded by Member Parr.

Voting Yea: President Fagan, Secretary Sumner, Treasurer Bruce, Member Degges, Member Parr.

The motion carried unanimously.

7. Consideration and possible action by Tomball EDC to approve a request by JDR Cable Systems, Inc. for a one-year extension of time due to workforce shortages to fully staff the completed 76,915 square-foot office/warehouse facility located at 2012 S. Persimmon, Tomball, Texas 77375.

Motion made by Member Degges, Seconded by Secretary Sumner.



Voting Yea: President Fagan, Secretary Sumner, Treasurer Bruce, Member Degges, Member Parr.

The motion carried unanimously.

8. TEDC Quarterly update on 2021-2022 Strategic Work Plan.

Kelly Violette, Executive Director, gave an update on the 2021-2022 Strategic Work Plan.

Presentation item only; no Board action required.

9. EXECUTIVE SESSION: The Tomball Economic Development Corporation Board will meet in Executive Session as authorized by Title 5, Chapter 551, Texas Government Code, The Texas Open Meetings Act, for the following purpose:

- Section 551.072, - Deliberations regarding real property: Deliberate the purchase, exchange, sale, lease, or value of real property.

- Section 551.087, - Deliberation regarding Economic Development negotiations.

The Tomball Economic Development Corporation Board recessed at 5:57 p.m.

10. Reconvene into regular session and take action, if necessary, on items discussed in Executive Session.

The Tomball Economic Development Corporation Board reconvened at 6:39 p.m.

Motion made by Board Member Degges, seconded by Secretary Sumner to approve that one certain real estate contract – unimproved property between the Corporation as Seller and Newcor Commercial Real Estate as purchaser relating to approximately 1.7484 acres of land identified as Lot 4-1 of the Tomball Business and Technology Park Lot 9 Replat Subdivision as discussed in Executive Session.

Voting Yea: President Fagan, Vice-President Vaughan, Secretary Sumner, Treasurer Bruce, Member Degges, Member Parr.

The motion carried unanimously.

I. Adjournment

Motion made by Member Parr, Seconded by Secretary Sumner to adjourn the meeting at 6:40p.m.

Voting Yea: President Fagan, Secretary Sumner, Member Degges, Member Parr.

The motion carried unanimously.

### CERTIFICATION

I hereby certify that the above notice of meeting was posted on the bulletin board of City Hall, City of Tomball, Texas, a place readily accessible to the general public at all times, on the 4th day of MARCH 2022 by 5:30 PM, and remained posted for at least 72 continuous hours preceding the scheduled time of said meeting.

Kelly Violette  
Executive Director

This facility is wheelchair accessible and accessible parking spaces are available. Requests for accommodations or interpretive services must be made 48 hours prior to this meeting. Please contact the City Secretary's office at (281) 290-1002 or FAX (281) 351-6256 for further information.

AGENDAS MAY BE VIEWED ONLINE AT [www.ci.tomball.tx.us](http://www.ci.tomball.tx.us).

PASSED AND APPROVED this the 10<sup>th</sup> day of May 2022.

\_\_\_\_\_  
President, Tomball EDC Board

\_\_\_\_\_  
Secretary, Tomball EDC Board

# Regular Tomball EDC

## Agenda Item

### Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Presentation by Katherine DuBose, Finance Director, regarding the Tomball EDC 2021-2022 Fiscal Year financial statements.

**Background:**

- Standard Balance Sheet
- Comparison Balance Sheet
- Profit & Loss to Actual
- Comparison Profit & Loss
- Active Project Grants
- Analysis of Project Grants
- Quarterly Investment Report
- Business Improvement Grants Overview
- Old Town Façade Improvement Grants Overview

**Origination:** Katherine DuBose, Finance Director

**Recommendation:** Presentation item only.

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed \_\_\_\_\_

Staff Member-TEDC

Date

Approved by \_\_\_\_\_

Executive Director-TEDC

Date

# TOMBALL ECONOMIC DEVELOPMENT CORPORATION MEMORANDUM

Item 5.

**TO:** TEDC Board of Directors

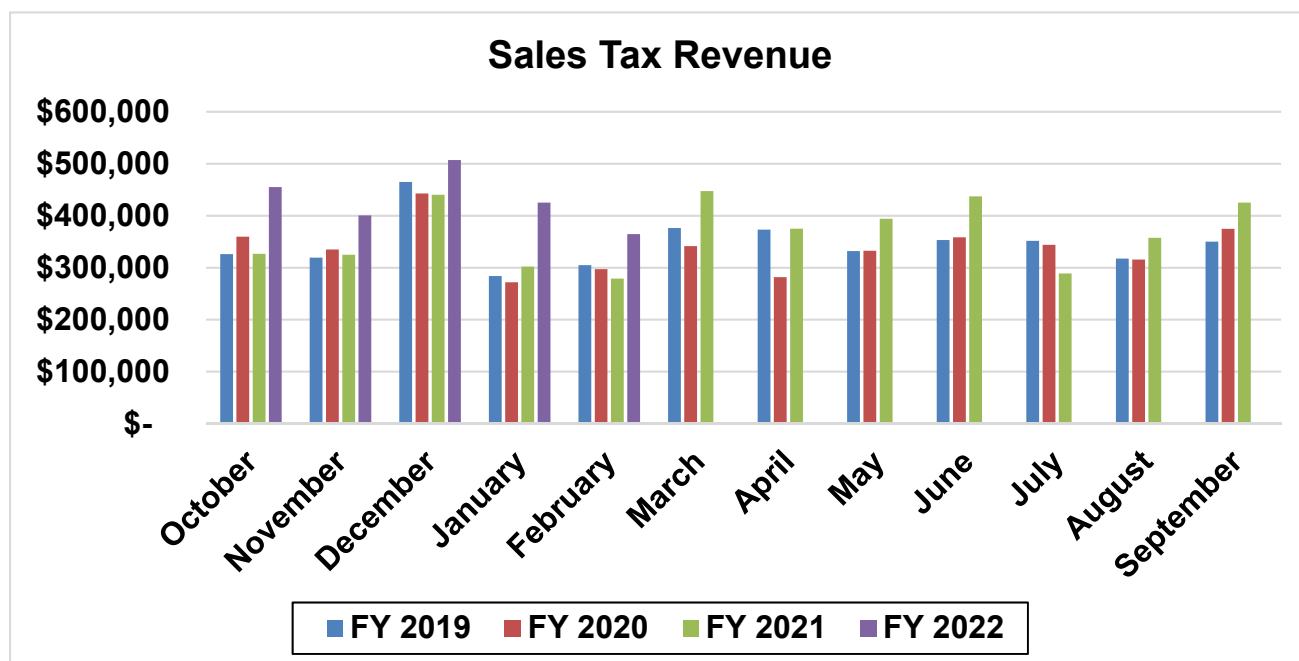
**FROM:** Katherine DuBose, Finance Director

**SUBJECT:** Financial Information for Quarter Ending March 31, 2022

**DATE:** May 9, 2022

Attached is the financial information for the quarter ending March 31, 2022 for the Tomball Economic Development Corporation.

Total year-to-date (YTD) revenues were \$3,981,377, which was \$1,752,377 greater than the budgeted amount of \$2,229,000. YTD sales tax revenues were \$2,152,521, which was \$102,521 greater than the budgeted amount of \$2,050,000. For fiscal year to date, sales tax revenues are up 28.4% over the previous year on an accrual basis. Since the March sales tax allocation has not been received as of the date of this report, five (5) months of sales tax collections are included in sales tax revenues. Investment income was \$173,326, which was \$1,674 less than expected for the quarter YTD.



Total administrative expenses for the quarter YTD were \$266,131, which was \$65,835 less than the budgeted amount of \$331,966. Indirect Economic Development costs for the quarter YTD were \$217,924, which was \$127,058 less than the budgeted amount of \$344,982.

Included in the financial information is a schedule of active project grants, which assists with tracking of TEDC grant commitments. The schedule is updated as project grants are added and prior commitments are paid. As of March 31, 2022, the TEDC had outstanding commitments for Board Approved Grants of \$2,271,532.

The Quarterly Investment Report is also included, which lists the details of the TEDC's investment portfolio. As of March 31, 2022, TEDC's cash and cash equivalents totaled over \$13.8 million. Additionally, TEDC held securities with a total market value of \$6,991,091 as of March 31, 2022.

# Tomball Economic Development Corporation Profit & Loss Budget vs. Actual

October 2021 through March 2022

Item 5.

	Oct '21 - Mar 22	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
Income				
Miscellaneous	600.00			
Sales of Business Park Property	1,646,929.61			
Grants	8,000.00	8,000.00		100.0%
Sales Tax	2,152,521.18	4,100,000.00	-1,947,478.82	52.5%
Interest	173,326.18	350,000.00	-176,673.82	49.5%
<b>Total Income</b>	<b>3,981,376.97</b>	<b>4,458,000.00</b>	<b>-476,623.03</b>	<b>89.3%</b>
<b>Gross Profit</b>	<b>3,981,376.97</b>	<b>4,458,000.00</b>	<b>-476,623.03</b>	<b>89.3%</b>
<b>Expense</b>				
Administrative Expenditures				
Salaries and Benefits				
Benefits-Coordinator	10,242.35	22,077.00	-11,834.65	46.4%
Salary-Coordinator	27,496.00	58,789.00	-31,293.00	46.8%
Overtime	20.55	3,000.00	-2,979.45	0.7%
Benefits-Admin. Asst.	13,235.86	18,529.00	-5,293.14	71.4%
Wages-Admin. Asst.	12,295.72	38,000.00	-25,704.28	32.4%
Salary-Executive Director	61,085.99	134,533.00	-73,447.01	45.4%
Salary- Assistant Director	42,313.01	89,892.00	-47,578.99	47.1%
Benefits-Executive Director	21,586.97	47,340.00	-25,753.03	45.6%
Benefits- Assistant Director	22,349.38	45,972.00	-23,622.62	48.6%
<b>Total Salaries and Benefits</b>	<b>210,625.83</b>	<b>458,132.00</b>	<b>-247,506.17</b>	<b>46.0%</b>
Other Personnel Expenditures				
Auto Allowance-Assistant Dir	3,000.00	6,000.00	-3,000.00	50.0%
Phone Allowance- Assistant Dir	450.00	900.00	-450.00	50.0%
Phone Allow.-Exec. Dir.	450.00	900.00	-450.00	50.0%
Auto Allowance-Exec. Director	5,400.00	10,800.00	-5,400.00	50.0%
Dues and Subscriptions	3,404.55	10,000.00	-6,595.45	34.0%
Seminar/Conference Registration	1,050.00	18,000.00	-16,950.00	5.8%
Travel and Training	7,099.41	30,000.00	-22,900.59	23.7%
Local Travel Expense		500.00	-500.00	
<b>Total Other Personnel Expenditures</b>	<b>20,853.96</b>	<b>77,100.00</b>	<b>-56,246.04</b>	<b>27.0%</b>
Service and Supply Expenditures				
Insurance	297.08	15,000.00	-14,702.92	2.0%
Contract Administrative Service	12,500.00	25,000.00	-12,500.00	50.0%
Bank Charges & Postage	1,413.64	3,500.00	-2,086.36	40.4%
Computer Equip. and Maint.	2,382.25	5,000.00	-2,617.75	47.6%
Communications Services	1,736.78	5,200.00	-3,463.22	33.4%
Legal Fees	3,788.50	40,000.00	-36,211.50	9.5%
Lease Expense-GTACC	10,663.65	25,000.00	-14,336.35	42.7%
Office Supplies	1,869.25	10,000.00	-8,130.75	18.7%
<b>Total Service and Supply Expenditures</b>	<b>34,651.15</b>	<b>128,700.00</b>	<b>-94,048.85</b>	<b>26.9%</b>
<b>Total Administrative Expenditures</b>	<b>266,130.94</b>	<b>663,932.00</b>	<b>-397,801.06</b>	<b>40.1%</b>

4:16 PM

05/04/22

Accrual Basis

# Tomball Economic Development Corporation Profit & Loss Budget vs. Actual

October 2021 through March 2022

Item 5.

	Oct '21 - Mar 22	Budget	\$ Over Budget	% of Budget
<b>Indirect Economic Development</b>				
Economic Impact Model License	4,561.00	4,565.00	-4.00	99.9%
Promotional Items	4,714.78	6,500.00	-1,785.22	72.5%
Printing	495.50	6,500.00	-6,004.50	7.6%
Event Sponsorships	5,300.00	29,000.00	-23,700.00	18.3%
Chamber Guide		8,400.00	-8,400.00	
Marketing	62,800.00	100,000.00	-37,200.00	62.8%
Website and GIS	12,100.00	20,000.00	-7,900.00	60.5%
Professional Services	125,559.65	500,000.00	-374,440.35	25.1%
Miscellaneous	2,393.35	15,000.00	-12,606.65	16.0%
<b>Total Indirect Economic Development</b>	<b>217,924.28</b>	<b>689,965.00</b>	<b>-472,040.72</b>	<b>31.6%</b>
<b>City Debt Service</b>				
Medical Complex/Persimmon	222,222.00	222,222.00		100.0%
Business Park Infrastructure	473,356.25	537,663.00	-64,306.75	88.0%
Southside Utility Ext.(2/15/22)	370,000.00	370,000.00		100.0%
<b>Total City Debt Service</b>	<b>1,065,578.25</b>	<b>1,129,885.00</b>	<b>-64,306.75</b>	<b>94.3%</b>
<b>Grants, Loans &amp; Other Exp.</b>				
South Live Oak Redevelopment	865.71	4,000,000.00	-3,999,134.29	0.0%
Old Town Facade Grants- Prior Y	88,357.85	200,000.00	-111,642.15	44.2%
Old Town Facade Grants- Current		250,000.00	-250,000.00	
Businesss Park Expenses	77,295.93	300,000.00	-222,704.07	25.8%
Sales Tax Reimb.Grants (380)		55,000.00	-55,000.00	
Business Imp. Grants- Prior Yr.	90,689.96	255,850.00	-165,160.04	35.4%
Business Imp. Grants- Curr. Yr.	26,253.21	350,000.00	-323,746.79	7.5%
Project Grants	180,788.40	2,500,000.00	-2,319,211.60	7.2%
Property Acquisition		2,500,000.00	-2,500,000.00	
Grants, Loans & Other Exp. - Other	491.80			
<b>Total Grants, Loans &amp; Other Exp.</b>	<b>464,742.86</b>	<b>10,410,850.00</b>	<b>-9,946,107.14</b>	<b>4.5%</b>
<b>Total Expense</b>	<b>2,014,376.33</b>	<b>12,894,632.00</b>	<b>-10,880,255.67</b>	<b>15.6%</b>
<b>Net Ordinary Income</b>	<b>1,967,000.64</b>	<b>-8,436,632.00</b>	<b>10,403,632.64</b>	<b>-23.3%</b>
<b>Net Income</b>	<b>1,967,000.64</b>	<b>-8,436,632.00</b>	<b>10,403,632.64</b>	<b>-23.3%</b>

**Tomball Economic Development Corporation**  
**Profit & Loss Prev Year Comparison**  
**October 2021 through March 2022**

	Oct '21 - Mar 22	Oct '20 - Mar 21	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
Income				
Miscellaneous	600.00	0.00	600.00	100.0%
Sales of Business Park Property	1,646,929.61	662,746.75	984,182.86	148.5%
Grants	8,000.00	16,000.00	-8,000.00	-50.0%
Sales Tax	2,152,521.18	2,087,146.32	65,374.86	3.1%
Interest	173,326.18	177,161.82	-3,835.64	-2.2%
<b>Total Income</b>	<b>3,981,376.97</b>	<b>2,943,054.89</b>	<b>1,038,322.08</b>	<b>35.3%</b>
<b>Gross Profit</b>	<b>3,981,376.97</b>	<b>2,943,054.89</b>	<b>1,038,322.08</b>	<b>35.3%</b>
Expense				
Administrative Expenditures				
Salaries and Benefits				
Benefits-Coordinator	10,242.35	0.00	10,242.35	100.0%
Salary-Coordinator	27,496.00	0.00	27,496.00	100.0%
Overtime	20.55	0.00	20.55	100.0%
Benefits-Admin. Asst.	13,235.86	8,933.53	4,302.33	48.2%
Wages-Admin. Asst.	12,295.72	19,076.43	-6,780.71	-35.5%
Salary-Executive Director	61,085.99	57,989.61	3,096.38	5.3%
Salary- Assistant Director	42,313.01	40,176.14	2,136.87	5.3%
Benefits-Executive Director	21,586.97	22,346.44	-759.47	-3.4%
Benefits- Assistant Director	22,349.38	23,326.97	-977.59	-4.2%
<b>Total Salaries and Benefits</b>	<b>210,625.83</b>	<b>171,849.12</b>	<b>38,776.71</b>	<b>22.6%</b>
Other Personnel Expenditures				
Auto Allowance-Assistant Dir	3,000.00	600.00	2,400.00	400.0%
Phone Allowance- Assistant Dir	450.00	450.00	0.00	0.0%
Phone Allow.-Exec. Dir.	450.00	450.00	0.00	0.0%
Auto Allowance-Exec. Director	5,400.00	3,600.00	1,800.00	50.0%
Dues and Subscriptions	3,404.55	2,682.13	722.42	26.9%
Seminar/Conference Registration	1,050.00	2,199.00	-1,149.00	-52.3%
Travel and Training	7,099.41	0.00	7,099.41	100.0%
<b>Total Other Personnel Expenditures</b>	<b>20,853.96</b>	<b>9,981.13</b>	<b>10,872.83</b>	<b>108.9%</b>
Service and Supply Expenditures				
Insurance	297.08	0.00	297.08	100.0%
Contract Administrative Service	12,500.00	12,500.00	0.00	0.0%
Bank Charges & Postage	1,413.64	1,654.58	-240.94	-14.6%
Computer Equip. and Maint.	2,382.25	2,062.51	319.74	15.5%
Communications Services	1,736.78	1,912.67	-175.89	-9.2%
Legal Fees	3,788.50	26,484.00	-22,695.50	-85.7%
Lease Expense-GTACC	10,663.65	12,237.55	-1,573.90	-12.9%
Office Supplies	1,869.25	913.63	955.62	104.6%
<b>Total Service and Supply Expenditures</b>	<b>34,651.15</b>	<b>57,764.94</b>	<b>-23,113.79</b>	<b>-40.0%</b>
<b>Total Administrative Expenditures</b>	<b>266,130.94</b>	<b>239,595.19</b>	<b>26,535.75</b>	<b>11.1%</b>

**Tomball Economic Development Corporation**  
**Profit & Loss Prev Year Comparison**  
**October 2021 through March 2022**

	Oct '21 - Mar 22	Oct '20 - Mar 21	\$ Change	% Change
<b>Indirect Economic Development</b>				
Economic Impact Model License	4,561.00	4,428.00	133.00	3.0%
Promotional Items	4,714.78	1,159.55	3,555.23	306.6%
Printing	495.50	1,556.72	-1,061.22	-68.2%
Event Sponsorships	5,300.00	250.00	5,050.00	2,020.0%
Area Street Maps	0.00	3,875.00	-3,875.00	-100.0%
Marketing	62,800.00	60,905.00	1,895.00	3.1%
Website and GIS	12,100.00	36,299.00	-24,199.00	-66.7%
Professional Services	125,559.65	77,770.00	47,789.65	61.5%
Miscellaneous	2,393.35	75,618.36	-73,225.01	-96.8%
<b>Total Indirect Economic Development</b>	<b>217,924.28</b>	<b>261,861.63</b>	<b>-43,937.35</b>	<b>-16.8%</b>
<b>City Debt Service</b>				
Medical Complex/Persimmon	222,222.00	222,222.00	0.00	0.0%
Business Park Infrastructure	473,356.25	467,306.25	6,050.00	1.3%
Southside Utility Ext.(2/15/22)	370,000.00	370,000.00	0.00	0.0%
<b>Total City Debt Service</b>	<b>1,065,578.25</b>	<b>1,059,528.25</b>	<b>6,050.00</b>	<b>0.6%</b>
<b>Grants, Loans &amp; Other Exp.</b>				
South Live Oak Redevelopment	865.71	0.00	865.71	100.0%
Old Town Facade Grants- Prior Y	88,357.85	0.00	88,357.85	100.0%
Businesss Park Expenses	77,295.93	34,645.12	42,650.81	123.1%
Business Imp. Grants- Prior Yr.	90,689.96	54,479.80	36,210.16	66.5%
Business Imp. Grants- Curr. Yr.	26,253.21	13,754.27	12,498.94	90.9%
Project Grants	180,788.40	29,343.50	151,444.90	516.1%
Property Acquisition	0.00	1,849,862.78	-1,849,862.78	-100.0%
Grants, Loans & Other Exp. - Other	491.80	0.00	491.80	100.0%
<b>Total Grants, Loans &amp; Other Exp.</b>	<b>464,742.86</b>	<b>1,982,085.47</b>	<b>-1,517,342.61</b>	<b>-76.6%</b>
<b>Total Expense</b>	<b>2,014,376.33</b>	<b>3,543,070.54</b>	<b>-1,528,694.21</b>	<b>-43.2%</b>
<b>Net Ordinary Income</b>	<b>1,967,000.64</b>	<b>-600,015.65</b>	<b>2,567,016.29</b>	<b>427.8%</b>
<b>Other Income/Expense</b>				
Other Income				
Other Income				
Unrealized Gains/Losses on Inv.	-275,167.86	-118,227.10	-156,940.76	-132.8%
<b>Total Other Income</b>	<b>-275,167.86</b>	<b>-118,227.10</b>	<b>-156,940.76</b>	<b>-132.8%</b>
<b>Total Other Income</b>	<b>-275,167.86</b>	<b>-118,227.10</b>	<b>-156,940.76</b>	<b>-132.8%</b>
<b>Net Other Income</b>	<b>-275,167.86</b>	<b>-118,227.10</b>	<b>-156,940.76</b>	<b>-132.8%</b>
<b>Net Income</b>	<b>1,691,832.78</b>	<b>-718,242.75</b>	<b>2,410,075.53</b>	<b>335.6%</b>



**Tomball Economic Development Corporation**  
**Balance Sheet Prev Year Comparison**  
**As of March 31, 2022**

	Mar 31, 22	Mar 31, 21	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Wells Fargo, checking	449,859.86	946,542.61	-496,682.75	-52.5%
TexasCLASS	976,644.97	975,789.50	855.47	0.1%
TexPool	12,412,365.69	7,060,879.41	5,351,486.28	75.8%
<b>Total Checking/Savings</b>	13,838,870.52	8,983,211.52	4,855,659.00	54.1%
<b>Accounts Receivable</b>				
Accounts Receivable	374,836.25	700,474.95	-325,638.70	-46.5%
<b>Total Accounts Receivable</b>	374,836.25	700,474.95	-325,638.70	-46.5%
<b>Other Current Assets</b>				
Investment Securities	6,991,091.13	9,573,707.03	-2,582,615.90	-27.0%
<b>Total Other Current Assets</b>	6,991,091.13	9,573,707.03	-2,582,615.90	-27.0%
<b>Total Current Assets</b>	21,204,797.90	19,257,393.50	1,947,404.40	10.1%
<b>Fixed Assets</b>				
<b>Buildings and Improvements</b>				
Accumulated Depreciation	-312,170.00	-104,057.00	-208,113.00	-200.0%
Buildings and Improvements - Other	4,162,267.57	4,162,267.57	0.00	0.0%
<b>Total Buildings and Improvements</b>	3,850,097.57	4,058,210.57	-208,113.00	-5.1%
<b>Land</b>	3,871,114.37	1,977,831.83	1,893,282.54	95.7%
<b>Total Fixed Assets</b>	7,721,211.94	6,036,042.40	1,685,169.54	27.9%
<b>TOTAL ASSETS</b>	<b>28,926,009.84</b>	<b>25,293,435.90</b>	<b>3,632,573.94</b>	<b>14.4%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
Accounts Payable				
Accounts Payable	124,381.02	1,225,738.74	-1,101,357.72	-89.9%
<b>Total Accounts Payable</b>	124,381.02	1,225,738.74	-1,101,357.72	-89.9%
<b>Total Current Liabilities</b>	124,381.02	1,225,738.74	-1,101,357.72	-89.9%
<b>Total Liabilities</b>	124,381.02	1,225,738.74	-1,101,357.72	-89.9%

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Accrual Basis

**Tomball Economic Development Corporation**  
**Balance Sheet Prev Year Comparison**  
As of March 31, 2022

Item 5.

	Mar 31, 22	Mar 31, 21	\$ Change	% Change
<b>Equity</b>				
<b>Fund Balance</b>				
Assigned Fund Balance	0.00	68,814.64	-68,814.64	-100.0%
Board Approved Grants	2,271,531.85	2,375,604.50	-104,072.65	-4.4%
Fund Balance - Other	24,838,264.19	22,770,451.77	2,067,812.42	9.1%
<b>Total Fund Balance</b>	27,109,796.04	25,214,870.91	1,894,925.13	7.5%
Retained Earnings	0.00	-428,931.00	428,931.00	100.0%
Net Income	1,691,832.78	-718,242.75	2,410,075.53	335.6%
<b>Total Equity</b>	28,801,628.82	24,067,697.16	4,733,931.66	19.7%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>28,926,009.84</b>	<b>25,293,435.90</b>	<b>3,632,573.94</b>	<b>14.4%</b>

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**  
**ACTIVE PROJECT GRANTS (BOARD APPROVED GRANTS)**  
**AS OF MARCH 31, 2022**

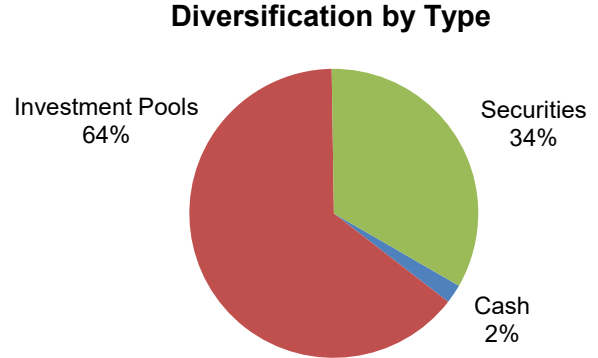
GRANTEE	APPROVED			ADDITIONS/DELETIONS		PAID		REMAINING AMOUNT
	DATE	AMOUNT	EXPIRATION DATE	DATE	AMOUNT	DATE	AMOUNT	
Dancing Falls Development, LLC	11/14/2017	50,925.00				1/14/2020 3/5/2021 9/1/2021 3/22/2022	15,277.50 5,092.50 12,731.25 5,092.50	12,731.25
ARC Management, LLC	5/15/2018	186,700.00						186,700.00
Shri Vinayak LLC (Days Inn)	11/13/2018	149,750.00	7/12/2022					149,750.00
Century Hydraulics	5/14/2019	44,543.00	1/22/2023					44,543.00
JDR Cable Systems, Inc.	12/17/2019	135,591.00	2/23/2023					135,591.00
Turnstone Texas Group, LP	2/11/2020	73,200.00	10/19/2021			2/2/2021 3/1/2022	17,951.00 22,338.40	32,910.60
Houston Poly Bag I, Ltd	5/28/2020	84,894.00	8/3/2022					84,894.00
CCJ Collaborations, LLC	8/11/2020	254,502.00	10/18/2022					254,502.00
City of Tomball - Matheson Park	11/10/2020	300,000.00						300,000.00
Houston Poly Bag I, Ltd.	11/10/2020	18,000.00	7/17/2022					18,000.00
Power Now, LLC	12/10/2020	45,000.00	2/5/2023					45,000.00
The Hutson Group	1/12/2021	48,800.00						48,800.00
B. Smittys, LLC	3/9/2021	30,301.00	11/4/2022					30,301.00
DunnCo Properties II, Ltd.	3/9/2021	54,760.00	11/4/2022					54,760.00
Dicar, Inc.	7/13/2021	71,181.00	8/7/2023					71,181.00
Jonah's Movers	7/13/2021	26,925.00	3/7/2023					26,925.00
Beefy Marketing	7/13/2021	6,000.00	8/7/2022					6,000.00
Silver Accounting Group, LLC	11/9/2021	8,236.00	1/16/2023					8,236.00
TECHSICO Wireless	11/9/2021	20,529.00	1/16/2024					20,529.00
GK Hospitality Development, LLC	11/9/2021	105,100.00	7/16/2023					105,100.00
Friends of Tomball Community Library	11/9/2021	47,614.00						47,614.00
Decatur Professional Development, LLC	1/11/2022	6,600.00	3/20/2023					6,600.00
Project Hanks/Macy's Inc.	1/11/2022	580,864.00	3/20/2024					580,864.00
<b>TOTAL</b>		<b>\$ 2,350,015.00</b>			<b>\$ -</b>		<b>\$ 78,483.15</b>	<b>\$ 2,271,531.85</b>

# TOMBALL ECONOMIC DEVELOPMENT CORPORATION

## QUARTERLY INVESTMENT REPORT

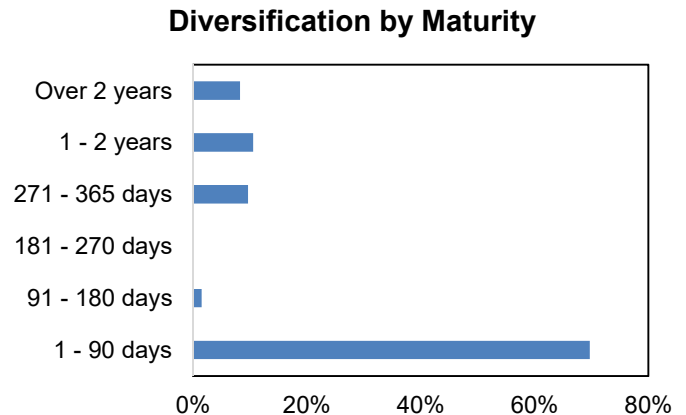
### March 31, 2022

	Market Value		
	12/31/2021	3/31/2022	Change
Cash	\$ 645,494	\$ 449,860	\$ (195,634)
Investment Pools	11,593,176	13,389,011	1,795,835
Securities	7,813,860	6,991,091	(822,769)
<b>Total Portfolio</b>	<b>\$ 20,052,530</b>	<b>\$ 20,829,962</b>	<b>\$ 777,432</b>



Safety of principal is the first priority of any Public investing portfolio. The Tomball Economic Development Corporation invests in securities of federal, state and local governments, and investment pools. These investments are in securities with a rating of A-1/P-1 or higher and pools with Standard & Poor's highest rating of AAAM.

	Current Market Value	Percent Portfolio
1 - 90 days	\$ 14,530,932	70%
91 - 180 days	328,753	2%
181 - 270 days	-	0%
271 - 365 days	2,019,651	10%
1 - 2 years	2,216,549	11%
Over 2 years	1,734,076	8%
<b>Total Portfolio</b>	<b>\$ 20,829,962</b>	



Ensuring adequate liquidity is available to cover all expenditures is the second priority of any public investing program. The Tomball Economic Development Corporation staff forecasts cash flow and matches the maturity of investments with future cash needs. A portion of funds are kept in overnight investments as a buffer for any unexpected expenditures. These overnight investments (TexPool, Texas CLASS) have been performing according to market in terms of yield as well as providing liquidity.

This report is in compliance with the investment strategies as approved and the Public Funds Investment Act.

Katherine DuBose  
Finance Director

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION  
INVESTMENTS IN SECURITIES  
PORTFOLIO AS OF MARCH 31, 2022**

	SECURITY DESCRIPTION	CUSIP NUMBER	MATURITY DATE	COUPON YIELD	PAR VALUE	MARKET VALUE	DAYS AFTER 03/31/22	INDIVIDUAL MARKET VALUE/TOTAL	WAM DAYS x PERCENT	Callable
1	Central Wa Univ Sys Rev	155839GK3	5/1/2022	5.000%	\$ 690,000	\$ 692,062	31	9.90%	3	N
2	Eagle Mtn & Saginaw ISD	269696NU0	8/15/2022	5.000%	\$ 325,000	\$ 328,753	137	4.70%	6	N
3	Dallas TX Refunding	235219MG4	2/15/2023	4.839%	\$ 1,965,000	\$ 2,019,651	321	28.89%	93	Y
4	Univ. of Texas Taxble Refunding	914729SK5	4/15/2023	2.795%	\$ 750,000	\$ 757,102	380	10.83%	41	N
5	San Marcos TX Consol ISD Txbl Ref	798781XV7	8/1/2023	4.000%	\$ 1,000,000	\$ 1,023,248	488	14.64%	71	N
6	Conroe TX Cert of Obl	2083992X2	11/15/2023	5.000%	\$ 415,000	\$ 436,198	594	6.24%	37	N
7	Royce City Tx Cert of Obl	780860MK5	8/15/2024	5.000%	\$ 250,000	\$ 266,524	868	3.81%	33	N
8	Texas State TXBL- Pub Fin Auth	882724GV3	10/1/2024	3.225%	\$ 500,000	\$ 508,280	915	7.27%	67	N
9	Federal Home Loan Bank	3130AMTK8	6/30/2025	1.000%	\$ 1,000,000	\$ 959,272	1,187	13.72%	163	Y
<b>TOTAL</b>				<b>3.984%</b>	<b>\$ 6,895,000</b>	<b>\$ 6,991,091</b>	<b>547</b>	<b>100.00%</b>	<b>514</b>	

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION  
INVESTMENT PORTFOLIO  
FOR QUARTER ENDING  
March 31, 2022**

<b>FUNDS</b>		<b>CASH AND CASH EQUIVALENTS</b>				<b>INVESTMENTS</b>	
<b>MAJOR FUNDS</b>	<b>TEXAS CLASS</b>	<b>TEXPOOL</b>	<b>OPERATING ACCOUNTS</b>	<b>TOTAL CASH AND CASH EQUIVALENTS</b>	<b>TOTAL INVESTMENTS</b>	<b>TOTAL CASH, CASH EQUIVALENTS AND INVESTMENTS</b>	
General	\$ 976,645	\$ 12,412,366	\$ 449,860	\$ 13,838,871	\$ 6,991,091	\$ 20,829,962	
<b>TOTAL</b>	<b>\$ 976,645</b>	<b>\$ 12,412,366</b>	<b>\$ 449,860</b>	<b>\$ 13,838,871</b>	<b>\$ 6,991,091</b>	<b>\$ 20,829,962</b>	

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**  
**ACTIVE PROJECT GRANTS (BOARD APPROVED GRANTS)**  
**AS OF MARCH 31, 2022**

GRANTEE	APPROVED		ADDITIONS/DELETIONS		PAID		REMAINING AMOUNT
	DATE	AMOUNT	EXPIRATION DATE	DATE	AMOUNT	AMOUNT	
Dancing Falls Development, LLC	11/14/2017	50,925.00		1/14/2020	15,277.50		
				3/5/2021	5,092.50		
				9/1/2021	12,731.25		
				3/22/2022	5,092.50		12,731.25
ARC Management, LLC	5/15/2018	186,700.00					186,700.00
Shri Vinayak LLC (Days Inn)	11/13/2018	149,750.00	7/12/2022				149,750.00
Century Hydraulics	5/14/2019	44,543.00	1/22/2023				44,543.00
JDR Cable Systems, Inc.	12/17/2019	135,591.00	2/23/2023				135,591.00
Turnstone Texas Group, LP	2/11/2020	73,200.00	10/19/2021				
				2/2/2021	17,951.00		
				3/1/2022	22,338.40		32,910.60
Houston Poly Bag I, Ltd	5/28/2020	84,894.00	8/3/2022				84,894.00
CCJ Collaborations, LLC	8/11/2020	254,502.00	10/18/2022				254,502.00
City of Tomball - Matheson Park	11/10/2020	300,000.00					300,000.00
Houston Poly Bag I, Ltd.	11/10/2020	18,000.00	7/17/2022				18,000.00
Power Now, LLC	12/10/2020	45,000.00	2/5/2023				45,000.00
The Hutson Group	1/12/2021	48,800.00					48,800.00
B. Smittys, LLC	3/9/2021	30,301.00	11/4/2022				30,301.00
DunnCo Properties II, Ltd.	3/9/2021	54,760.00	11/4/2022				54,760.00
Dicar, Inc.	7/13/2021	71,181.00	8/7/2023				71,181.00
Jonah's Movers	7/13/2021	26,925.00	3/7/2023				26,925.00
Beefy Marketing	7/13/2021	6,000.00	8/7/2022				6,000.00
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TECHSICO Wireless	11/9/2021	20,529.00	1/16/2024				20,529.00
GK Hospitality Development, LLC	11/9/2021	105,100.00	7/16/2023				105,100.00
Friends of Tomball Community Library	11/9/2021	47,614.00					47,614.00
Decatur Professional Development, LLC	1/11/2022	6,600.00	3/20/2023				6,600.00
Project Hanks/Macy's Inc.	1/11/2022	580,864.00	3/20/2024				580,864.00
Total		<u>\$ 2,350,015.00</u>			<u>\$ -</u>	<u>\$ 78,483.15</u>	<u>\$ 2,271,531.85</u>

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**  
**SUMMARY OF PROJECT GRANTS (BOARD APPROVED GRANTS)**  
**AS OF MARCH 31, 2022**

GRANTEE	APPROVED		STATUS	ADDITIONS/DELETIONS		PAID		REMAINING
	DATE	AMOUNT		DATE	AMOUNT	DATE	AMOUNT	AMOUNT
Foster & Hendricks Manufacturing	9/5/2006	170,000.00	Out of Bus.		(170,000.00)			
Graco Awards	10/2/2006	40,000.00	Expired		(40,000.00)			
Eagle Gasket	5/22/2007	93,000.00	Completed			1/16/2009	93,000.00	
Devasco International	8/28/2007	120,000.00	Completed			4/22/2009	120,000.00	
MICO Group	11/27/2007	66,000.00	Completed		(6,000.00)	1/21/2009	60,000.00	
Maxpro South	11/27/2007	36,000.00	Completed		(3,000.00)	1/28/2009	33,000.00	
City of Tomball- Rudolph Road	9/4/2007	300,000.00	Expired					
Payments in previous quarters:						7/31/2008	32,914.01	
						9/30/2009	147.00	
						3/27/2009	2,426.00	
						6/3/2009	8,833.00	
						6/30/2010	34.10	
Persimmon Development	11/27/2008	60,000.00	Completed		(20,000.00)	11/9/2009	20,000.00	
						2/25/2010	20,000.00	-
Century Hydraulics	2/26/2008	45,000.00	Completed		(6,000.00)	10/29/2009	39,000.00	-
McGuffy Systems LP	5/27/2008	120,000.00	Out of Bus.		(120,000.00)			-
Ameresco Solar	5/27/2008	75,000.00	Completed		(9,000.00)	3/17/2009	66,000.00	
City of Tomball, Henry Ball Statue	5/27/2008	26,000.00	Completed			3/26/2009	26,000.00	
OM Hospitality-Hampton Inn	5/27/2008	72,600.00	Completed			4/22/2010	72,600.00	-
Professional Welding Supply	5/27/2008	18,000.00	Completed		(3,000.00)	10/25/2011	15,000.00	-
BL Technology	2/24/2009	105,000.00	Completed			4/1/2010	105,000.00	-
City of Tomball- Bronze Statue	2/24/2009	42,000.00	Completed		(16,500.00)	12/31/2009	25,500.00	-
Compass Instruments	5/19/2009	15,000.00	Completed		(3,000.00)	2/21/2011	12,000.00	-
Garth Lodging-Holiday Inn	5/19/2009	32,000.00	Expired		(32,000.00)			-
Creacom Inc.	5/19/2009	120,000.00	Completed			9/8/2010	120,000.00	-
Wiretel Services	8/25/2009	225,000.00	Completed		(150,000.00)	7/7/2010	75,000.00	-
Klein Financial Services	12/1/2009	30,000.00	Completed			4/27/2010	30,000.00	-
Chestnut Business Park	12/1/2009	325,000.00	Completed	12/7/2010	108,000.00	9/3/2013	54,125.00	
						12/27/2013	54,125.00	
						10/29/2015	54,125.00	
						10/24/2016	54,125.00	
						8/14/2017	54,125.00	
					(148,505.00)	12/20/2018	13,870.00	-
FabCorp	4/6/2010	156,000.00	Completed		(93,000.00)	3/14/2011	63,000.00	-
Glass Tex Enterprises	5/25/2010	15,000.00	Completed			10/9/2012	15,000.00	-
PDGL Partners L.P.	5/25/2010	25,000.00	Completed			5/24/2011	25,000.00	-
Jamison Products, L.P.	5/25/2010	36,000.00	Completed		(15,000.00)	5/17/2011	21,000.00	-
City of Tomball, Med. Comp. Dr.	12/7/2010	850,000.00	Completed	8/23/2011	850,000.00	9/15/2011 Request #1	3,000.00	
						12/27/2011 Request #2&3	133,288.52	
						3/21/2012 Request #4	170,078.41	
						4/2/2012 Request #5	44,488.36	
						4/30/2012 Request #6	17,586.52	
						6/8/2012 Request #7	34,234.53	
						6/8/2012 Seg 3/Req #1	31,637.00	
						7/23/2012 Seg 3/Req #2	4,994.00	
						8/31/2012 Request #8	14,653.21	



						8/31/2012 Seg 3/Req #3	317,342.00	
						9/27/2012 Request #9	2,100.00	
						9/27/2012 Seg 3/Req #4	2,000.00	
						2/21/2013 Request #10	2,339.50	
						2/21/2013 Seg 3/Req#5	176,578.00	
						3/19/2013 Seg 3/Req#6	97,308.00	
						3/22/2013 Seg 3/Req#7	52,358.00	
						8/9/2013 Seg 3/Req#8	167,783.00	
						8/9/2013 Request #11	21,843.00	
						2/11/2014 Request #12	10,161.93	
						2/11/2014 Request #13	2,000.00	
						2/21/2014 Request # 14	266,284.00	
						4/14/2014 Request # 15	3,375.00	
						8/26/2014 Request # 16	8,828.13	
						10/2/2014 Request # 17	43,897.86	
						11/17/2014 Request # 18	7,645.37	
						3/25/2015 Request # 19	64,195.66	-
Hole Specialists	12/7/2010	75,000.00	Completed	(15,000.00)		3/28/2013	60,000.00	-
City of Tomball-MLK Park	12/7/2010	6,500.00	Completed			6/30/2011	6,500.00	-
BL Technology	2/22/2011	51,000.00	Completed			8/16/2011	51,000.00	-
Waukesha-Pearce Industries	2/22/2011	12,000.00	Expired	(12,000.00)				-
Community Bank of Texas	2/22/2011	60,000.00	Completed	(18,898.00)		2/23/2012	41,102.00	-
Paloma Energy Consultants, LP	2/22/2011	204,000.00	Completed	(36,000.00)		7/30/2012	168,000.00	-
City of Tomball-Brown Rd. Utility Ext.	2/22/2011	500,000.00	Completed	(120,507.00)		6/30/2011	15,580.00	
						9/15/2011	13,603.47	
						9/15/2011	21,421.00	
						12/27/2011	162,625.95	
						3/21/2012	109,256.04	
						3/21/2012	4,019.08	
						5/23/2012	50,523.65	
						5/31/2012	2,463.80	
American National Carbide	5/24/2011	75,000.00	Expired	5/19/2015	(75,000.00)			-
Stripes LLC (FM 2920)	5/24/2011	56,000.00	Completed	10/18/2011	15,400.00	3/28/2016	\$71,400.00	-
Spring Creek Cty Historical Assoc.	8/23/2011	500.00	Completed			11/10/2011	500.00	-
City of Tomball, Fountain at Depot	8/23/2011	25,000.00	Completed			1/30/2012	25,000.00	-
ValueBank Texas	10/18/2011	15,750.00	Completed			1/11/2013	15,750.00	-
Houston Poly Bag	11/15/2011	80,000.00	Completed			10/5/2012	80,000.00	-
Ameresco Solar	2/21/2012	36,000.00	Expired		(36,000.00)			-
Stripes LLC (SH 249)	8/21/2012	21,000.00	Completed			3/28/2016	\$21,000.00	-
Baker Hughes Inc.	8/21/2012	913,889.00	Completed			7/23/2014	182,778.00	
						7/27/2015	182,778.00	
						8/19/2016	182,778.00	
						7/21/2017	182,778.00	
						8/13/2018	182,778.00	-
City of Tomball, Depot Restrooms	12/4/2012	25,000.00	Completed			2/11/2014	25,000.00	-
QTRCO	12/4/2012	18,000.00	Expired		(18,000.00)			-
One Moore Holdings	12/4/2012	56,425.00	Expired	11/19/2013	(6,757.00)			-
					(49,668.00)			-
Century Hydraulics LLC	3/28/2013	12,000.00	7/11/2017	Expired	(12,000.00)	7/11/2017		-
Advanced Pressure Systems	3/28/2013	42,600.00	Completed			6/3/2014	42,600.00	-
Quick Turn Machining Inc.	5/21/2013	13,500.00	Completed			6/17/2014	13,500.00	-
Garth Lodging-Holiday Inn	11/19/2013	56,000.00	Completed			7/17/2015	56,000.00	-
Breaux Properties, LTD.	2/4/2014	74,534.00	Completed			4/20/2015	74,534.00	-

Inline Services Inc.	2/4/2014	33,083.00		Amendment	8/5/2014	21,129.00				
				Completed		(8,748.16)	3/13/2015	45,463.84	-	
Grimes Industrial, Inc.	5/20/2014	69,000.00		Completed			7/7/2015	69,000.00	-	
Advanced Pressure Systems L.P.	8/5/2014	22,500.00		Completed		(81.86)	8/3/2016	22,418.14	-	
Compass Instruments LLC	8/5/2014	45,000.00	10/3/2017	Expired		(45,000.00)	10/3/2017		-	
2978 Panormus, LP	11/18/2014	500,808.00	1/15/2021	Expired		(500,808.00)			-	
Dynamed Clinical Research	2/10/2015	15,852.00		Completed			1/26/2016	15,852.00	-	
Packers Plus Energy Services	4/14/2015	338,011.00	4/13/2020	Expired			2/2/2018	87,160.41	-	
Coastal Power Systems	5/19/2015	30,731.00	7/17/2019	Completed		(6,984.34)	8/5/2019	23,746.68	-	
WhiteWater Express	5/19/2015	19,680.00		Completed			3/11/2016	19,680.00	-	
American National Carbide	5/19/2015	46,763.00	7/17/2017	Expired		(46,763.00)			-	
Clarus Tomball Investments - Marriott Hotel	8/4/2015	437,250.00		Completed		(69,646.25)	9/12/2017	367,603.75	-	
Rock Materials	11/17/2015	111,000.00		Completed			8/8/2017	111,000.00	-	
White Horse Technology LLC	11/17/2015	72,000.00	1/15/2019	Completed		(66,000.00)	1/30/2019	6,000.00	-	
Source Point Solutions LLC	8/16/2016	28,514.00		Completed		(1,902.00)	7/20/2017	26,612.00	-	
Premium Interests, LLC	11/15/2016	19,173.00	1/8/2019	Completed		(7,669.20)	1/30/2019	11,503.80	-	
Brandt Construction, LLC	11/15/2016	65,694.00		Completed			4/19/2018	65,694.00	-	
Epic International, LLC	2/7/2017	37,500.00	4/30/2019	Expired		(37,500.00)	4/30/2019		-	
Dancing Falls Development, LLC	11/14/2017	50,925.00					1/14/2020	15,277.50		
							3/5/2021	5,092.50		
							9/1/2021	12,731.25		
							3/22/2022	5,092.50	12,731.25	
Houston Poly Bag I, LTD.	11/14/2017	95,000.00	1/7/2020	Completed	11/13/2018	12,752.00	9/26/2019	107,752.00	-	
Birner Houston Corp.	11/14/2017	50,000.00	1/7/2020	Completed		(1,250.00)	3/19/2019	48,750.00	-	
Motion Machinery LTD	2/6/2018	10,584.00	4/7/2020	Expired		(10,584.00)			-	
Grimes Industrial	5/15/2018	15,485.00	7/10/2020	Completed		(9,291.00)	8/10/2020	6,194.00	-	
ARC Management, LLC	5/15/2018	186,700.00							186,700.00	
The Neutral Nest	5/15/2018	6,300.00	7/10/2020	Completed						
Hoelscher Properties	7/10/2018	168,083.00	10/28/2021	Completed			7/30/2021	168,083.00		
Houston PFG	8/14/2018	39,097.00	10/9/2020	Completed			9/13/2019	39,097.00	-	
Houston Poly Bag I, LTD.	11/13/2018	110,369.00	1/6/2020	Completed		(1,453.50)	9/26/2019	108,915.50	-	
Industrial Reserve, LLC	11/13/2018	44,650.00	7/6/2020	Completed			10/28/2019	44,650.00		
Shri Vinayak, LLC - Days Inn	11/13/2018	149,750.00	7/12/2020	1 Yr Extension	7/12/2022				149,750.00	
Breaux Machine Works	2/12/2019	118,908.00	4/9/2020	Completed		(1,544.26)	8/14/2020	117,363.74	-	
Century Hydraulics	5/14/2019	44,543.00	1/22/2022	1 Yr Extension	1/22/2023				44,543.00	
Texas Railroading Heritage Museum	5/14/2019	10,000.00	1/22/2021	Completed			1/21/2020	10,000.00	-	
Aspen Pumps	8/8/2019	5,720.00	4/13/2021	Expired		(5,720.00)			-	
Phillips Cleaning Services	8/8/2019	26,313.00	10/13/2021	Completed			5/21/2020	26,313.00	-	
BJ Services	8/8/2019	91,316.00	4/13/2021	Expired		(91,316.00)			-	
JDR Cable Systems Inc.	12/17/2019	135,591.00	2/23/2022	1 Yr Extension	2/23/2023				135,591.00	
Turnstone Texas Group, LP	2/11/2020	73,200.00	10/19/2021				2/2/2021	17,951.00		
							3/1/2022	22,338.40	32,910.60	
American National Carbide	2/11/2020	36,000.00	4/19/2022	Expired		(36,000.00)			-	
BJ Services	2/11/2020	57,100.00	4/19/2025	Out of Bus.		(57,100.00)				
Houston Poly Bag I, LTD.	5/28/2020	84,894.00	8/3/2022						84,894.00	
CCJ Collaborations, LLC	8/11/2020	254,502.00	10/18/2022						254,502.00	
TCG Capital, LLC	8/11/2020	119,450.00	4/18/2022	Completed			3/3/2022	119,450.00	-	
City of Tomball - Matheson Park	11/10/2020	300,000.00							300,000.00	
INVACOR Solutions, LLC	11/10/2020	108,000.00	1/27/2023	Terminated		(108,000.00)			-	
Houston Poly Bag I, Ltd.	11/10/2020	18,000.00	7/17/2022						18,000.00	
Power Now, LLC	12/10/2020	45,000.00	2/5/2023						45,000.00	
Kinsley Armelle	1/12/2021	45,000.00	3/9/2023	Completed		(6,000.00)	3/21/2022	39,000.00	-	
The Hutson Group	1/12/2021	48,800.00							48,800.00	
B. Smittys, LLC	3/9/2021	30,301.00	11/4/2022							

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DunnCo Properties II, Ltd.	3/9/2021	54,760.00	11/4/2022	
Dicar, Inc.	7/13/2021	71,181.00	8/7/2023	71,181.00
Jonah's Movers	7/13/2021	26,925.00	3/7/2023	26,925.00
Beefy Marketing, LLC	7/13/2021	6,000.00	8/7/2022	6,000.00
Silver Accounting Group, LLC	11/9/2021	8,236.00	1/16/2023	8,236.00
TECHSICO Wireless	11/9/2021	20,529.00	1/16/2024	20,529.00
GK Hospitality Development, LLC	11/9/2021	105,100.00	7/16/2023	105,100.00
Friends of Tomball Community Library	11/9/2021	47,614.00		47,614.00
Decatur Professional Development, LLC	1/11/2022	6,600.00	3/20/2023	6,600.00
Project Hanks/Macy's Inc.	1/11/2022	580,864.00	3/20/2024	580,864.00

Total		<u>11,047,247.00</u>	<u>(1,346,915.57)</u>	<u>6,916,004.11</u>	<u>2,271,531.85</u>
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Total FY 2021-2022 Payments on Project Grants				180,788.40	
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## Business Improvement Grant Program

<b>Fiscal 2021-2022</b>	<b>Project Amount</b>		<b>TEDC Grant</b>	<b>Date Approved</b>	<b>Date Funded</b>	<b>Amount Funded</b>	<b>\$350,000.00</b>
Aloha Nails and Spa	\$12,448.75	Signage	\$2,500.00	11/16/2021			\$347,500.00
Veolia - Suez	\$10,272.93	Signage	\$2,500.00	11/19/2021			\$345,000.00
Renee Buckhoff - Tomball Mainstreet, LLC	\$29,986.00	Property	\$10,000.00	11/23/2021	3/30/2022	\$10,000.00	\$335,000.00
Renee Buckhoff - Tomball Mainstreet, LLC	\$29,951.69	Landscaping	\$10,000.00	11/23/2021	3/30/2022	\$10,000.00	\$325,000.00
ProSteem Carpet Care	\$5,726.72	Façade	\$2,863.36	12/15/2021	1/24/2022	\$2,863.36	\$322,136.64
ProSteem Carpet Care	\$4,495.00	Property	\$2,247.50	12/15/2021	1/24/2022	\$2,247.50	\$319,889.14
ProSteem Carpet Care	\$1,105.00	Landscaping	\$552.50	12/15/2021	1/24/2022	\$552.50	\$319,336.64
The Turquoise Door	\$2,543.88	Façade	\$1,271.94	12/20/2021			\$318,064.70
JPH Properties - P. Whitaker 333	\$6,412.67	Signage	\$2,500.00	12/20/2021			\$315,564.70
JPH Properties - P. Whitaker 333	\$23,017.35	Façade	\$10,000.00	12/20/2021			\$305,564.70
JPH Properties - P. Whitaker 333	\$12,910.54	Property	\$6,455.27	12/20/2021			\$299,109.43
JPH Properties - P. Whitaker 333	\$20,030.58	Landscaping	\$10,000.00	12/20/2021			\$289,109.43
JPH Properties - P. Whitaker 304	\$25,276.61	Façade	\$10,000.00	1/6/2022			\$279,109.43
JPH Properties - P. Whitaker 304	\$9,050.76	Property	\$4,525.38	1/6/2022			\$274,584.05
JPH Properties - P. Whitaker 304	\$4,820.93	Landscaping	\$2,410.47	1/6/2022			\$272,173.58
Coastal Capital Group	\$1,179.69	Signage	\$589.85	1/20/2022	3/14/2022	\$589.85	\$271,583.73
GREVIS Properties (125 Chestnut)	\$37,000.00	Property	\$10,000.00	1/20/2022			\$261,583.73
GREVIS Properties (120 Howard)	\$25,000.00	Property	\$10,000.00	1/20/2022			\$251,583.73
4K Properties Management LLC	\$35,000.00	Property	\$10,000.00	1/25/2022			\$241,583.73
Paradigm Brewing Co	\$10,800.00	Property	\$5,400.00	2/16/2022			\$236,183.73
Nails Are Us, LLC	\$6,175.66	Signage	\$2,500.00	2/28/2022			\$233,683.73
Self Center Studios, LLC	\$1,049.24	Signage	\$524.00	2/28/2022	4/5/2022	\$524.62	\$233,159.73
Beefy Marketing, LLC	\$1,981.36	Signage	\$990.68	3/9/2022			\$232,169.05
French Inspections	\$20,947.13	Façade	\$10,000.00	3/10/2022			\$222,169.05
French Inspections	\$11,000.00	Property	\$5,500.00	3/10/2022			\$216,669.05
French Inspections	\$24,205.00	Landscape	\$10,000.00	3/10/2022			\$206,669.05
70/70 Offices, LLC	\$18,370.00	Landscape	\$9,185.00	3/16/2022			\$197,484.05
Nico True Salon	\$10,320.00	Façade	\$5,160.00	3/31/2022			\$192,324.05
Nico True Salon	\$6,800.00	Property	\$3,400.00	3/31/2022			\$188,924.05
Nico True Salon	\$1,900.00	Landscape	\$950.00	3/31/2022			\$187,974.05
Nico True Salon	\$800.00	Signage	\$400.00	3/31/2022			\$187,574.05
Moffett Productions	\$1,850.00	Landscaping	\$925.00	4/11/2022			\$186,649.05
Aloha Nails and Spa	\$24,912.50	Property	\$10,000.00	4/22/2022			\$176,649.05
BEW Investments	\$1,800.00	Façade	\$900.00	4/25/2022			\$175,749.05
BEW Investments	\$2,050.00	Landscaping	\$1,025.00	4/25/2022			\$174,724.05
BEW Investments	\$3,235.59	Signage	\$1,000.00	4/25/2022			\$173,724.05
Jonah's Movers	\$170,000.00	Property	\$10,000.00	4/25/2022			\$163,724.05

Jonah's Movers	\$10,590.00	Landscaping	\$5,295.00	4/25/2022	\$158,429.05
Aloha Nails and Spa	\$40,461.00	Landscaping	\$10,000.00	5/2/2022	\$148,429.05
Worthen Enterprises dba Ella's Garden	\$4,989.00	Property	\$2,494.50	5/2/2022	\$145,934.55
	<b>\$670,465.58</b>		<b>\$204,065.45</b>		

## Old Town Façade Improvement Grant Program

<b>Fiscal 2021-2022</b>	<b>Project Amount</b>	<b>Score</b>	<b>TEDC Grant</b>	<b>Date Approved</b>	<b>Date Funded</b>	<b>Amount Funded</b>	<b>\$250,000.00</b>
David Mann	\$74,405.00	40	\$37,202.50	12/3/2021			\$212,797.50
	<b>\$74,405.00</b>		<b>\$37,202.50</b>				



\$148,810.00

\$74,405.00

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Presentation by Karla Sandoval, TISD CTE Director, regarding CTE Programs at Tomball Innovation Center.

**Background:**

**Origination:** Karla Sandoval, CTE Director

**Recommendation:** Presentation item only.

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed	_____	Approved by	_____
	Staff Member-TEDC		Executive Director-TEDC
	Date		Date



# Regular Tomball EDC

## Agenda Item

### Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Sip Hip Hooray to make direct incentives to, or expenditures for, advertising, promotion, and marketing for monthly Shop and Stroll events to be held in Old Town Tomball, as authorized under Section 505.158 of the Texas Local Government Code. The estimated total amount of expenditures is an amount not to exceed \$40,545.00

- Public Hearing

**Background:**

Meagan Morris, Owner and Creative Director of Sip Hip Hooray, has formally requested financial assistance from the TEDC in an amount not to exceed \$40,545.00 to help assist Sip Hip Hooray and the Old Town businesses with expenses related to the monthly Shop and Stroll events held in Old Town.

Sip Hip Hooray is located at 210 W. Main Street, Tomball, Texas 77375. The marketing materials would include paid digital marketing and marketing ads, postcards and printing, posters, yard signs, printed cups for each business participating, social media management, and graphic design.

This is an eligible project under the legislation that governs Type B sales tax corporations, which enables the TEDC to fund marketing and promotional expenses for Sip Hip Hooray. If you approve this Project and Letter of Agreement, it will go to the City Council for final approval by resolution.

**Origination:** Meagan Morris, Owner and Creative Director, Sip Hip Hooray

**Recommendation:**

Approval of the Agreement with Sip Hip Hooray.

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: X No: \_\_\_\_\_ If yes, specify Account Number: # Project Grants

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed \_\_\_\_\_

Staff Member-TEDC

Date

Approved by \_\_\_\_\_

Executive Director-TEDC

Date



## Marketing Grant Proposal

Presenting May 10th  
City of Tomball  
Council Chambers  
401 W. Market Street  
Tomball, TX 77375

### **PREPARED FOR:**

Tomball Economic Development Corporation  
29201 Quinn Rd B, Tomball, TX 77375  
(281) 401-4086

### **PREPARED BY:**

Meagan Morris  
Owner + Creative Director  
Sip Hip Hooray  
832-655-7956  
meagan@siphiphooray.com  
www.siphiphooray.com

SIP HIP HOORAY  
PARTY • GIFTS • HOME



# Recipient / Grantee Details

Item 7.

To whom it may concern;

Thank you for reviewing and considering this Marketing Grant Proposal.

We are Sip Hip Hooray and our company was founded in 2011. We are one of the top design and printing companies for custom wedding goods in the United States and are proud to have opened a Gift, Home and Party geared store front right here in Tomball in June of 2021.



In this proposal, you'll learn more information about Sip Hip Hooray, our goals, objectives, mission and vision and the details of how this grant could serve many small businesses right here in Old Town Downtown Tomball, Texas.

I am honored to have the opportunity to submit this request and look forward to working together!

Sincerely,

Meagan Adair Morris  
Owner + Creative Director  
Sip Hip Hooray

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# Recipient / Grantee Details

Item 7.

## ABOUT SIP HIP HOORAY

At Sip Hip Hooray we offer an incredible selection of personalized party favors, custom artwork, luxe invitations and stationery, curated home goods, and more. Adding creative touches to the most important and memorable events in your life is our greatest passion! Some of our Specialty Products and Services include Personalized Party Favors, Monogram and Logo Design, Hand Drawn Portraits, Custom Watercolor, Full-Service Printing and Packaging. All of our design and printing is done in the USA and we proudly employ a team of 5 in house artists and a full support staff at our corporate office, also located in Tomball.

Sip Hip Hooray has been featured in print in publications like Bride Magazine, Buzzfeed, Martha Stewart Weddings, Style Me Pretty, House Beautiful and more!

In 2020, when a pivot was necessary as we are an event based business, Sip Hip Hooray launched a wholesale line of fun, non-customized, party goods. Within 18 months the product line was being sold in over 1,040 retailers nationwide. A few examples can be seen below.



## ABOUT THE FOUNDER

Meagan is a Tomball High School graduate, class of 2007. She began her career after doing corporate party planning and marketing and noticed a definite need for couture-designed, quality invitations and party goods. After that, a few brave friends commissioned her to design and print invitations for their weddings, and later that year, at their urging, she officially opened Sip Hip Hooray in 2011.

Her favorite part of her work is helping others' dreams become reality, be it in party printing or a perfect letter-pressed business card.

Today, Meagan lives in Tomball with her husband, and business partner, Luke, and their two sons, Maverick (5) and Stratton (4).

SIP HIP HOORAY  
PARTY • GIFTS • HOME



# Grant Request Background

Item 7.

When Sip Hip Hooray began talks about a store front in Tomball I began getting more involved in town to see what the potential was for our business model was here. I started attending Chamber meetings and events, meeting with other business owners and really exploring town. The one thing that I kept hearing over and over was talk about needing a Shop and Stroll of some form or fashion.

We opened in June and were approached by another business owner to do a “Back To School Moms Night Out” in August of 2021. We agreed to participate and really enjoyed it, and it was successful, but knew that there needed to be more organized marketing behind it to really reach, what I know to be, great potential. In October of 2021 Sip Hip Hooray headed up the “Halloween Party” Sip and Stroll. We provided digital marketing images to any store that wanted to participate, ran and paid for paid ads through social media, printed posters and postcards with shopping maps, and covered all costs associated to see how it would go. After the event we got amazing feedback from the other stores and started planning for the next.

In December of 2021 we hosted our second, the “Sip, Stroll and Shop” event for Christmas. This time we asked stores to contribute \$35 to cover custom party cups with all stores names listed, 2 Posters for their windows, postcards to pass out prior to and the day of the event, and \$500 in paid ad spend. This event was another huge success and the stores were all very encouraging of keeping this going. Since Christmas we have hosted two more events, Galentines and St. Patricks Day, both trending up on digital engagement and foot traffic every time.

We average 26-30 stores for each event and on St. Patrick’s Day we were able to include 13 different food and beverage establishments in Tomball with a passport program. Each store had a different shaped stamp and every attendee was given a passport to stamp at the stops they made along the way. After 5 stamps on their postcard they were able to redeem for an offer at any of the participating location. I was told be a few locations that they had close to German Fest numbers with Fire Ant Brewery having over 300 cards turned in just there alone. I spoke with some stores in regards to revenue and it wasn’t uncommon to hear 6-10x in revenue compared to those days of the week the week prior and following the events. I feel we have proven that these events work well, with over 200,000 impressions online in the last 6 months, for everyone and we must find a way to keep them happening, and growing, here in Tomball!

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# Grant Request Background

Item 7.

The reason for my Marketing Grant Request is that I feel we have maxed out what we can ask from some of the small businesses in town and that these regular events still have growth potential to bring more people, awareness, and business to town. To keep this growing we must scale it. I have been able to scale the feedback, and the foot traffic on the ad spend without increasing the budget by turning management of that over to a Digital Marketing Firm. At this point I feel that to scale this further, to the scale I truly believe possible, we need to bump ad spend significantly to draw in more “new comers” to Tomball. This is in hopes that they will come out, see what we have to offer, and return thus having this grant pay for it for itself in tax dollars. I can’t expand geographical area ad spend without increasing the ad spend significantly.

At this time, Sip Hip Hooray has been absorbing between \$900-\$1200 for the marketing of the event, after the \$35 contribution from the other businesses. My hope is to be able to use this grant to subsidize the fee we charge the other stores, cover the extra that Sip Hip Hooray absorbs, and grow this city wide event even larger.

I have a cost breakdown below of what the past budgets have been, and what my proposed budget to scale would look like...

Sip and Stroll Costs for City Wide Events			
<i>Assuming 28-30 Stores   Per Event</i>			
Paid Marketing	\$2,500		Ad Spend on Social Media
Digital Marketing Firm	\$300	3 Hours at \$100 Per Hour	Digital Marketing Firm to properly manage Ad Spend
Public Relations Firm	\$300	3 Hours at \$100 Per Hour	PR Firm to draft Press Release to media for marketing
Postcard Printing	\$200		Postcard printing with participating stores and map
Poster Printing	\$75		Poster printing for posting in windows at stores
Yard Signs	\$70		Yard signs to place outside of participating locations
Chamber Email Blast	\$60		Email blast to all Tomball Chamber of Commerce List
Custom Printed Party Cups	\$1,000	Provides approximately 1500 Cups	50 Cups Per Store
Social Media Management	-	In House at Sip Hip Hooray	Posting, Resharing, Getting all stores the graphics
Graphic Design	-	In House at Sip Hip Hooray	In house graphic team provides all artwork and designs
	\$4,505		
<i>Costs for Last Event</i>			
Paid Marketing	\$500		
Digital Marketing Firm	\$275		
Postcard Printing	\$157.74		
Poster Printing	\$61.29		
Yard Signs	\$50.59		
Chamber Email Blast	\$60		
Custom Printed Party Cups	\$705		
	\$1,810		

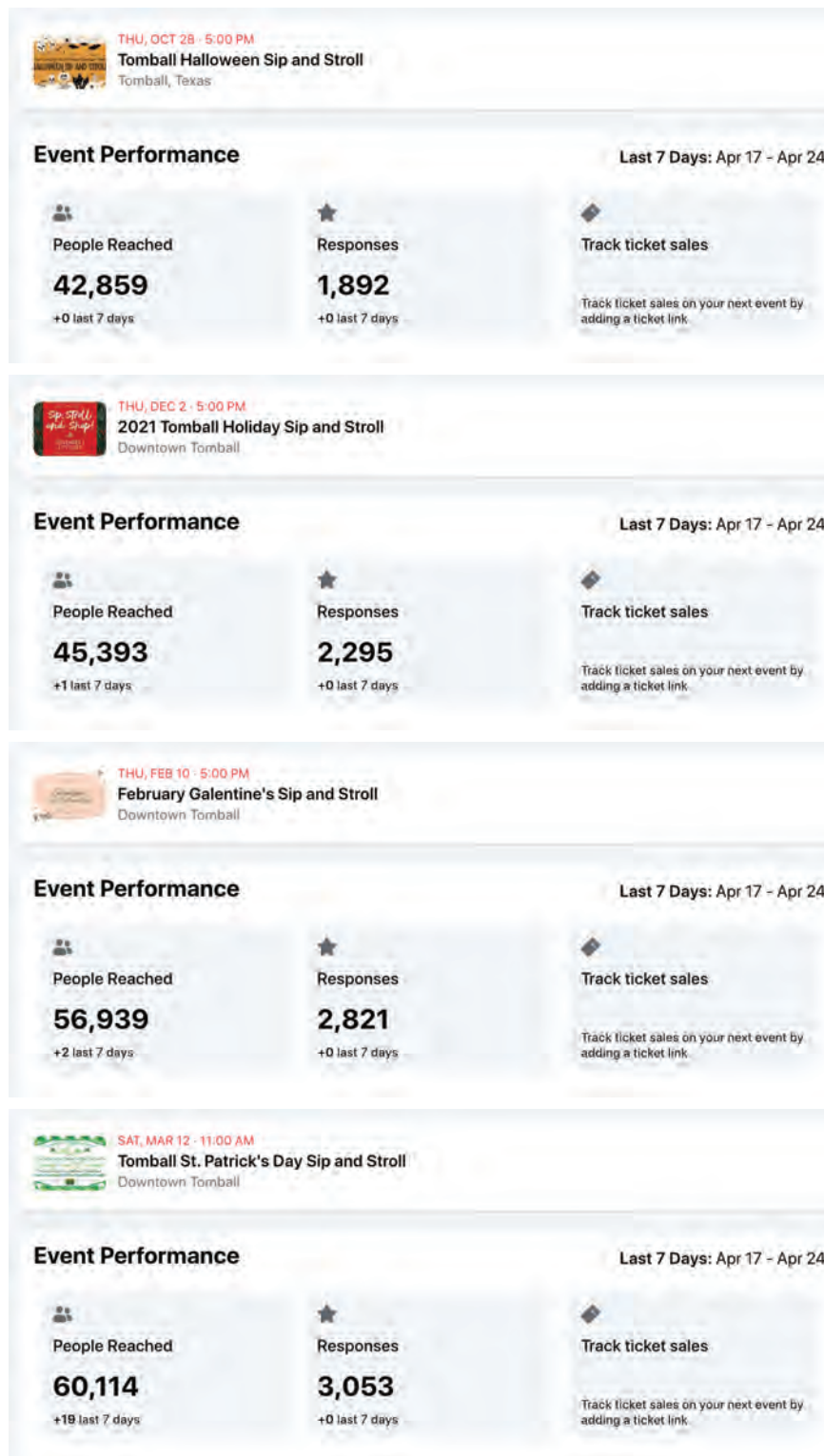
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# Stats for Paid Ads on Prior Events

Item 7.

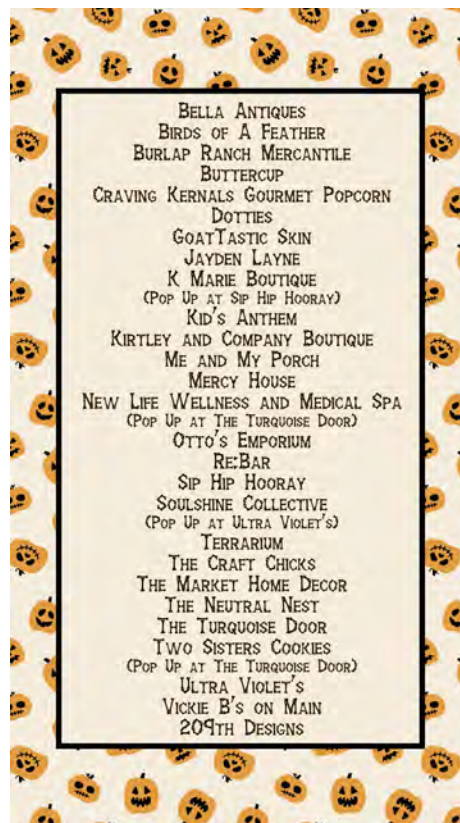
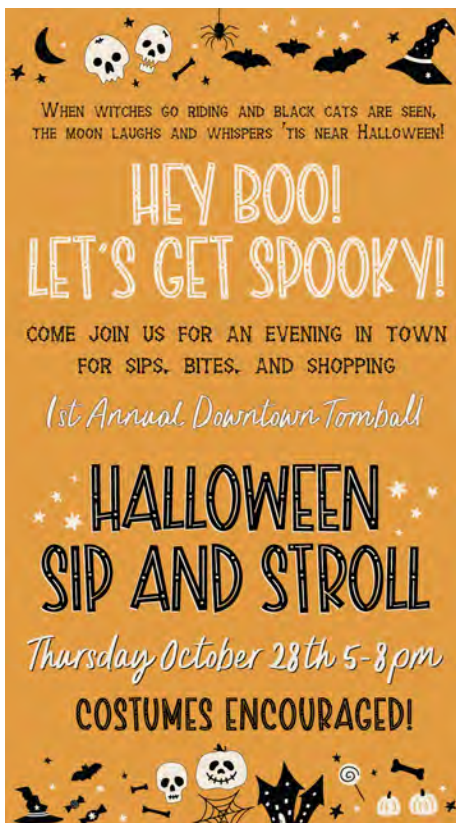


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# Halloween Marketing Examples

Item 7.



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# Christmas Marketing Examples

Item 7.



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# Mothers Day Marketing Examples

Item 7.



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# Valentines Day Marketing Examples

Item 7.



SIDE ONE

SIDE TWO



Maximum Print Area  
3.30"W x 2.85"H single side  
8.85"W x 2.85"H wrap



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# St. Patrick's Day Marketing Examples

Item 7.



403 Eats | One Complimentary Margarita  
 Bexar Barbecue | Choice of a Side with any sandwich purchase  
 Bonfire Grill | Happy Hour Menu from 11am - 6pm  
 Cisco's Salsa Company | Small Queso with purchase of an entree  
 Every-Bellies | Complimentary Cookie  
 Fire Ant Brewing Company | One Pint of Beer  
 Gianna Italian Kitchen | Two Complimentary Glasses of House Red or White Wine  
 Newsome Vineyards | \$5 off Tasting + 10% off glasses or bottles of wine  
 The Empty Glass | Wine Specials  
 Whistle Stop Tearoom | Complimentary Dessert with purchase of an entree  
 Graze | Complimentary Dessert  
 Tejas Burger Joint | \$1 French Fries with purchase of any burger



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# Full Grant Proposal Requested Budget Item 7.

## Proposed Events and Dates Broken Down by Fiscal Year

### 2022 Fiscal Year Events

Summer Party - June 18th (Saturday)

Back To School - August 25th (Thursday)

**Total request for 2022 | \$9,010**

-

### 2023 Fiscal Year Events

Halloween - October 29th (Saturday)

Christmas - December 3rd (Saturday)

Galentines - February 9th (Thursday)

St. Patricks Day - March 11th (Saturday)

Mothers Day - May 11th (Thursday)

Summer Party - June 17th (Saturday)

Back to School - August 24th (Thursday)

**Total request for 2023 | \$31,535**

*\*\*\*Dates and Event Titles are subject to change based on business owner feedback.*

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# In Closing

Item 7.

We hope that you all are as enthusiastic about our vision for these shopping and strolling events here in Tomball. I believe that these events have added a renewed spark to town and have brought camaraderie within the community and between all of the business owners, especially in Old Town. Our goal, as always, is to bring new faces and existing residents alike to support the small businesses right here at home.

I again want to thank you for your time and consideration for this Marketing Grant request. Sip Hip Hooray looks forward to continuing to plan and design these events for the greater good of all here and to help showcase all that Tomball has to offer!

Sincerely,

Meagan Adair Morris  
Owner + Creative Director  
Sip Hip Hooray

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**May 10, 2022**

**Ms. Meagan Morris  
Owner & Creative Director  
Sip Hip Hooray  
210 W. Main Street  
Tomball, Texas 77375**

**Re: Event Marketing Grant – Performance Agreement Commitment Letter**

Dear Ms. Morris:

The Board of Directors (the “Board”) of the Tomball Economic Development Corporation (“TEDC”) has received and reviewed your Marketing Grant Proposal (the “Proposal”) regarding the Shop and Stroll events in Old Town Tomball (the “Project”). The Board is limited by State law on the types of projects and events for which it can authorize funding. TEDC funds can be used to fund the Program, but the Board must hold a public hearing, find that the expenditure promotes new or expanded business development, and, the City Council (the “Council”) must approve of the expenditure during two Council meetings. Upon approval of the Project by the Board and the Council, the TEDC will be authorized to financially support the Project by providing an expenditure for advertising, promotion, and marketing of the Project in an amount not to exceed forty thousand five hundred forty-five dollars (\$40,545.00) (the “Funding”), subject to the conditions provided below. The purpose of this Performance Agreement Commitment Letter (this “Letter”) is to provide the terms and conditions of the Funding for the Project.

**The conditions to the Funding are as follows:**

(1) Sip Hip Hooray (the “Applicant”) may request the Funding for the Project upon completion and certification that the Project, or portions of the Project, have been completed, advertising expenses have been incurred, and marketing and promotional materials have been purchased. Proof of payment must be submitted in conjunction with the request for all or a portion of the Funding.

(2) **Project Obligations.** The Applicant shall, at its sole cost and expense:

- a. create, program, advertise, market, promote, produce, and manage the Project as described in Schedule A;
- b. notify the TEDC in writing of any planned or anticipated changes to the Project;
- c. on a timely basis, secure, and throughout the Project period, fully comply with all licenses, permits, and approvals required by applicable law in connection with the Project; and,

d. otherwise comply, and cause its subcontractors and all other Project marketers to comply, with all applicable laws.

**(3) Employment Obligations.** The Applicant shall maintain ten (10) full-time jobs throughout the term of the Project period.

**(4) Refund Obligations.** The Applicant shall be required to refund to the TEDC any portion of the Funding provided to the Applicant under this Letter if the Applicant fails to comply with the terms of this Letter.

The conditions and terms of this Letter will be provided to the Applicant in the form of a Performance Agreement. The Board and the Council may impose other conditions or requirements on the Funding in addition to those provided above. In the case that any addition or amendment to the Funding this Letter is made by the Board or the Council, then such addition or amendment will be incorporated into the Performance Agreement.

If the conditions above are satisfactory to you, please have an authorized officer of Sip Hip Hooray sign below acknowledging that you are in agreement and return this Letter to the TEDC.

**AGREED AND ACCEPTED:**

**FOR: SIP HIP HOORAY:**

**FOR THE TEDC:**

By: \_\_\_\_\_  
 Name: Meagan Morris  
 Title: Owner and Creative Director

By: \_\_\_\_\_  
 Name: Gretchen Fagan  
 Title: Board President

Date: \_\_\_\_\_

Date: \_\_\_\_\_



## **SCHEDULE A**

### **2022 Fiscal Year Events**

Summer Party - June 18th (Saturday)  
Back To School - August 25th (Thursday)  
***Total request for 2022 / \$9,010***

### **2023 Fiscal Year Events**

Halloween - October 29th (Saturday)  
Christmas - December 3rd (Saturday)  
Galentines - February 9th (Thursday)  
St. Patricks Day - March 11th (Saturday)  
Mothers Day - May 11th (Thursday)  
Summer Party - June 17th (Saturday)  
Back to School - August 24th (Thursday)  
***Total request for 2023 / \$31,535***

# Regular Tomball EDC

## Agenda Item

### Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Consideration and possible action by Tomball EDC to accept the Tomball Economic Development Corporation 2021-2022 Annual Report.

**Background:**

Annual Reports will be distributed at the meeting.

<https://www.dropbox.com/s/nv26jsa5p6rj6s/TEDCAnnualReport-web-version.pdf?dl=0>

**Origination:** Kelly Violette, Executive Director, Tomball Economic Development Corporation

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed _____	Approved by _____
Staff Member-TEDC _____	Executive Director-TEDC _____
Date _____	Date _____

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Consideration and possible action by Tomball EDC to approve the Tomball Economic Development Corporation 2022-2023 Strategic Work Plan.

**Background:**

**Origination:** Kelly Violette, Executive Director, Tomball Economic Development Corporation

**Recommendation:**

Approval of the TEDC 2021-2022 Strategic Work Plan.

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed _____	Approved by _____
Staff Member-TEDC _____	Executive Director-TEDC _____
Date _____	Date _____



# TOMBALL

ECONOMIC DEVELOPMENT CORP.

## BUSINESS & TECHNOLOGY PARK

**Strategic Work Plan 2022-2023**



**MISSION**

To promote economic development in the City of Tomball through the attraction of new business and industry and the retention of existing businesses by providing the resources that enhance the general well-being of the community.

**VISION**

Tomball is the community of choice for businesses, residents, and visitors, offering a dynamic economy, strong labor force, and unmatched living and working environment.

The following Strategic Work Plan outlines the items from the 2020-2023 Strategic Plan that are to be accomplished in the third year: 2022-2023.

**Tomball EDC 2020-2023 Goals:**

1. BUSINESS RETENTION & EXPANSION (BRE)
2. ATTRACTION & RECRUITMENT
3. DEVELOPMENT/REDEVELOPMENT OF OLD TOWN
4. EDUCATION & WORKFORCE DEVELOPMENT





## BUSINESS RETENTION & EXPANSION (BRE)

*To continually engage and assist in the success of Tomball businesses.*

1. Conduct 12 BRE on-site or virtual visits per quarter and report feedback from visits to board.
2. Conduct an annual online business survey to identify and manage business needs.
3. Develop a Grow Tomball initiative to highlight and promote local businesses.
  - (a) Share success stories on the Tomball EDC website.
  - (b) Create Tomball EDC podcasts.
  - (c) Develop video stories to be added to the Tomball EDC website.
4. Produce programming that meets the needs of the existing industry in Tomball.
  - (a) Host business networking events to continually engage community stakeholders.
5. Provide resources/access to information to assist local businesses with demographic and market data.

### How will Goal #1 be Measured in 2022-2023?

- # of Tomball businesses visited in 2022-2023 (Goal is 48)
- Did we conduct an online business survey?
- Did we develop a Grow Tomball initiative?
  - Success Stories (Goal is 6) - Podcast (Goal is 2) - Video stories (Goal is 2)
- # of business events produced f in 2022-2023 (Goal is 4)
- # of Project Grants approved for business expansions in 2022-2023



## ATTRACTION AND RECRUITMENT

*Recruit and secure new businesses/industry that are suitable for Tomball.*

1. Enhance Tomball's image as a community of choice through marketing and branding efforts.
2. Continue developing and strengthening ties with business allies, site selectors, brokers, and developers.
3. Support infill and redevelopment opportunities to attract new private sector investment.
4. Support local and emerging entrepreneurs.
  - (a) Partner with local landowners, developers, and investors to create co-working spaces.
  - (b) Provide training opportunities.
5. To have 100% of available Business & Technology Park property sold or under contract.
6. Explore needed infrastructure in target areas: identify where TEDC need to invest and entities with which to partner.

### How will Goal #2 be Measured in 2022-2023?

- Did we continue to promote Tomball as a community of choice through marketing and branding efforts?
- Did we support infill and redevelopment opportunities?
- Did we support entrepreneurs and encourage co-working spaces?
- Did we provide entrepreneurial training opportunities?
- % of Business & Technology Park sold or under contract by end of 2022-2023
- # of Project Grants approved for new businesses?
- Did we explore infrastructure opportunities?





## DEVELOPMENT/REDEVELOPMENT OF OLD TOWN

*To encourage quality investment in Tomball's Old Town.*

1. Partner with the City of Tomball on targeted infrastructure improvements (alleyways, parking, wayfinding, etc.) that enhance Old Town's tourism readiness and experience, starting with alleyway assistance.
  - a. Partner with stakeholders to help minimize construction disruption and to provide additional marketing assistance for those businesses who do experience disruption.
2. Initiate the redevelopment of the South Live Oak Business Park Project.
3. Continue to promote incentives and explore additional ways to encourage upgrades to properties in Old Town.
4. Invest in strategic anchor projects that have the potential to catalyze development in Old Town.
5. Continue to partner with the Greater Tomball Area Chamber of Commerce to further develop and support a shop local initiative.

### How will Goal #3 be Measured in 2022-2023?

- Did we support or provide targeted infrastructure improvements in Old Town?
- Did we help minimize construction disruptions and provide marketing assistance?
- Did we pursue redevelopment plans for the South Live Oak Business Park site?
- Did we provide assistance and/or incentives to encourage upgrades to properties in Old Town?
- Did we invest in anchor projects?
- Did we partner with the Chamber to support a shop local initiative?







## EDUCATION AND WORKFORCE DEVELOPMENT

*Partner with local/regional education institutions, City of Tomball, Greater Tomball Area Chamber of Commerce, and local industries to further develop youth workforce initiatives.*

1. Research and evaluate workforce programs and partner with local organizations to define areas of need and interest.
2. Enhance existing STEM initiative to reach more industry partners.
3. Continue to work with local/regional education institutions to support a Grow Tomball - Youth Program.
  - (a) Work with education institutions to host job/career fairs
  - (b) Create a job board for High School Students on the TEDC Website
  - (c) Continue to work with industry partners to create pathways for CTE students to enter the workforce.
  - (d) Create an apprenticeship/internship program.

### How will Goal #4 be Measured in 2022-2023?

- Did we evaluate workforce programs and partner with others to identify areas of need/interest?
- Did we expand our reach through STEM initiative?
- Did we support job/career fairs?
- Did we create a high school job board?
- Did we create a youth workforce pathway program?
- Did we create an apprenticeship/internship program?



# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

EXECUTIVE SESSION: The Tomball Economic Development Corporation Board will meet in Executive Session as authorized by Title 5, Chapter 551, Texas Government Code, The Texas Open Meetings Act, for the following purpose:

- Section 551.072, - Deliberations regarding real property: Deliberate the purchase, exchange, sale, lease, or value of real property.
- Section 551.087, - Deliberation regarding Economic Development negotiations.

**Background:**

**Origination:** Kelly Violette, Executive Director, Tomball Economic Development Corporation

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed _____	Approved by _____
Staff Member-TEDC _____	Executive Director-TEDC _____
Date _____	Date _____

# Regular Tomball EDC Agenda Item Data Sheet

**Meeting Date:** May 10, 2022

**Topic:**

Reconvene into regular session and take action, if necessary, on items discussed in Executive Session.

**Background:**

**Origination:** Kelly Violette, Executive Director

**Recommendation:**

**Party(ies) responsible for placing this item on agenda:** Kelly Violette

**FUNDING (IF APPLICABLE)**

Are funds specifically designated in the current budget for the full amount required for this purpose?

Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

If no, funds will be transferred from account # \_\_\_\_\_ To account # \_\_\_\_\_

Signed	_____	Approved by	_____
	Staff Member-TEDC		Executive Director-TEDC
	Date		Date