

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



**Tuesday, July 13, 2021  
5:30 PM**

Notice is hereby given of a meeting of the Tomball Economic Development Corporation, to be held on Tuesday, July 13, 2021 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.

**IN ACCORDANCE WITH ORDER OF THE OFFICE OF THE GOVERNOR ISSUED MARCH 16, 2020, THE TOMBALL ECONOMIC DEVELOPMENT CORPORATION, WILL CONDUCT THE MEETING SCHEDULED FOR JULY 13, 2021, 5:30 PM, AT 401 MARKET STREET, TOMBALL, TEXAS, 77375. IN ORDER TO ADVANCE THE PUBLIC HEALTH GOAL OF LIMITING FACE-TO-FACE MEETINGS (ALSO CALLED “SOCIAL DISTANCING”) TO SLOW THE SPREAD OF THE CORONAVIRUS (COVID-19), THERE WILL BE LIMITED PUBLIC ACCESS TO THE LOCATION DESCRIBED ABOVE. 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): **+1 346 248 7799 US (Houston); +1 253 215 8782 US; +1 301 715 8592 US**; and enter **Meeting ID: 866 0471 5631 and #**. 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

1. Engineer update on Persimmon Road/Medical Complex Drive Extension Project.

F. Reports by TEDC Staff:

1. Tomball Job Fair – July 19, 2021
2. Trade & Industry Development – “Who’s Who: An Industry Leadership/Economic Development Professional Spotlight”

G. Approval of Minutes

3. Special Tomball EDC Meeting of May 11, 2021.
4. Regular Tomball EDC Meeting of May 11, 2021.
5. Special Joint Tomball EDC and Tomball City Council Meeting of June 7, 2021.

H. New Business

6. Presentation by Glenn Windsor, Finance Director, regarding the Tomball EDC 2020-2021 Fiscal Year financial statements.
7. Election of Officers: President, Vice President, Secretary, Treasurer.
8. Consideration and possible action by Tomball EDC to approve a request by Shri Vinayak LLC for a one-year extension of time in order to complete the construction of a Days Inn & Suites Hotel to be located at 15525 FM 2920 Road, Tomball, Texas.
9. Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Jonah’s Movers, LLC to make direct incentives to, or expenditures for, assistance with infrastructure costs required or suitable for the promotion of new or expanded business enterprise related to the construction of a 23,000 square foot office/warehouse facility to be located at 0 Theis Lane, Tomball, Texas. The estimated amount of expenditures for such Project is \$26,925.00.

- Public Hearing

- [10.](#) Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Beefy Marketing, LLC, to make direct incentives to, or expenditures for, rental assistance for new or expanded business enterprise to be located at 994 Village Square Drive, Tomball, Texas 77375. The estimated amount of expenditures for such Project is \$6,000.00.
- Public Hearing
- [11.](#) Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Dicar, Inc. to make direct incentives to, or expenditures for, the creation or retention of primary jobs associated with the development of a corporate headquarters facility on approximately 5.0 acres of land, located at 0 Hufsmith-Kohrville Road, Tomball, Texas 77375. The estimated amount of expenditures for such Project is \$71,181.00.
- Public Hearing
- [12.](#) Consideration and possible action by Tomball EDC to ratify approval of a real estate contract and the expenditure of funds to acquire Lots 31 and 32, block 70 (unimproved Green Street), Tomball, Texas 77375.
- [13.](#) TEDC Quarterly update on 2021-2022 Strategic Work Plan.
- [14.](#) The Tomball EDC will enter into a workshop session to discuss the proposed Fiscal Year 2021-2022 TEDC Budget.
- [15.](#) 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.
  - Section 551.074, - To deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee, to wit: the Executive Director and Staff.
- [16.](#) Reconvene into regular session and take action, if necessary, on items discussed in Executive Session.
- [17.](#) Consideration and possible action by Tomball EDC to approve the Tomball Economic Development Corporation Fiscal Year 2021-2022 Budget.

- Public Hearing

I. Adjournment

**C E R T I F I C A T I O N**

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 9th day of JULY 2021 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: July 13, 2021

**Topic:**

Engineer update on Persimmon Road/Medical Complex Drive Extension Project

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Tomball Job Fair – July 19, 2021

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Trade & Industry Development – “Who’s Who: An Industry Leadership/Economic Development Professional Spotlight”

**Background:**

<https://www.mydigitalpublication.com/publication/?i=713018&ver=html5&p=14>

**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 Date Executive Director-TEDC Date

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

- Special Tomball EDC Meeting of May 11, 2021

**Background:**

**Origination:** Kelly Violette, Executive Director

**Recommendation:**

Approval of the Minutes for the Meeting of May 11, 2021

**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 SPECIAL TOMBALL ECONOMIC DEVELOPMENT CORPORATION MEETING**



**Tuesday, May 11, 2021  
4:00 PM**

Notice is hereby given of a meeting of the Tomball Economic Development Corporation, to be held on Tuesday, May 11, 2021 at 4:00 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.

**IN ACCORDANCE WITH ORDER OF THE OFFICE OF THE GOVERNOR ISSUED MARCH 16, 2020, THE TOMBALL ECONOMIC DEVELOPMENT CORPORATION, WILL CONDUCT THE MEETING SCHEDULED FOR MAY 11, 2021, 4:00 PM, AT 401 MARKET STREET, TOMBALL, TEXAS, 77375. IN ORDER TO ADVANCE THE PUBLIC HEALTH GOAL OF LIMITING FACE-TO-FACE MEETINGS (ALSO CALLED “SOCIAL DISTANCING”) TO SLOW THE SPREAD OF THE CORONAVIRUS (COVID-19), THERE WILL BE LIMITED PUBLIC ACCESS TO THE LOCATION DESCRIBED ABOVE. 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): **+1 346 248 7799 US (Houston); +1 253 215 8782 US; +1 301 715 8592 US**; and enter **Meeting ID: 954 7001 4576 and #**. 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 4:09 p.m.

PRESENT

- President Gretchen Fagan
- Vice-President Steven Vaughan
- Secretary Bill Sumner
- Treasurer Richard Bruce
- Member Clete Jaeger
- Member Chad Degges

ABSENT

OTHERS PRESENT

- Kelly Violette
- Tiffani Wooten
- Tori Gleason
- Tom Condon
- Kyle Bertrand
- Tiffany Fuller
- Nick Kapple
- Katherine Rorie
- Scott Moore
- Rodney Hutson
- Bryan Hutson
- Teresa Latsis
- Keila Garcia (Zoom)
- 281-660-6365 (Zoom)

- B. 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 the public comments at 4:10 p.m. No comments were received. Public comments were closed at 4:10 p.m.

- C. New Business

- 1. The Tomball Economic Development Corporation entered into a Workshop Session regarding the South Live Oak Business Park.

- D. Adjournment

Motion made by Secretary Sumner, Seconded by Member Degges to adjourn the meeting.

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

Motion carried unanimously.

Meeting adjourned at 5:08 p.m.

**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 7th day of MAY 2021 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 13<sup>th</sup> day of July, 2021.

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

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

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

- Regular Tomball EDC Meeting of May 11, 2021

**Background:**

**Origination:** Kelly Violette, Executive Director

**Recommendation:**

Approval of the Minutes for the Meeting of May 11, 2021

**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, May 11, 2021  
5:30 PM**

Notice is hereby given of a meeting of the Tomball Economic Development Corporation, to be held on Tuesday, May 11, 2021 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.

**IN ACCORDANCE WITH ORDER OF THE OFFICE OF THE GOVERNOR ISSUED MARCH 16, 2020, THE TOMBALL ECONOMIC DEVELOPMENT CORPORATION, WILL CONDUCT THE MEETING SCHEDULED FOR MAY 11, 2021, 5:30 PM, AT 401 MARKET STREET, TOMBALL, TEXAS, 77375. IN ORDER TO ADVANCE THE PUBLIC HEALTH GOAL OF LIMITING FACE-TO-FACE MEETINGS (ALSO CALLED “SOCIAL DISTANCING”) TO SLOW THE SPREAD OF THE CORONAVIRUS (COVID-19), THERE WILL BE LIMITED PUBLIC ACCESS TO THE LOCATION DESCRIBED ABOVE. 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.**

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**A. Call to Order**

President Fagan called the meeting to order at 5:31 p.m.

**PRESENT**

President Gretchen Fagan

Vice-President Steven Vaughan  
Secretary Bill Sumner  
Treasurer Richard Bruce  
Member Clete Jaeger  
Member Chad Degges

ABSENT

OTHER PRESENT

Kelly Violette  
Tiffani Wooten  
Tori Gleason  
Tom Condon  
Kyle Bertrand  
Brandy Beyer  
Tiffany Fuller  
Scott Moore  
281-660-6365 (Zoom)  
Keila Garcia (Zoom)

B. Invocation

Vice-President Vaughan 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 5:33 p.m. No comments were received. Public comments were closed at 5:33 p.m.

E. Reports and Announcements

1. Engineer update on Persimmon Road/Medical Complex Drive Extension Project.

Kyle Bertrand provided an update.

F. Reports by TEDC Staff:

1. 10 days of Tomball Together Event.

Brandy Beyer, Vice-President of Operations, Grater Tomball Area Chamber of Commerce gave an overview of the 10 days of Tomball Together Event.

2. National Economic Development Week – May 9-15, 2021.

Kelly Violette, Executive Director, Tomball EDC gave an overview of National Economic Development Week.

G. Approval of Minutes

3. Special Joint Tomball EDC and Tomball B&TP POA Meeting of March 9, 2021.

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

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

The motion carried unanimously.

H. New Business

4. Presentation by Brian Summers, Senior Property Manager Industrial, Colliers International regarding the South Live Oak Business Park.

Brian Summers, Colliers International provided an update on the South Live Oak Business Park.

Presentation item only; no Board action required.

5. Consideration and possible action by Tomball EDC to accept the Tomball Economic Development Corporation 2020-2021 Annual Report.

Motion made by Treasurer Bruce, Seconded by Vice-President Vaughan to accept the 2020-2021 Tomball Economic Development Corporation Annual Report.

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

The motion carried unanimously.

6. Consideration and possible action by Tomball EDC to approve the Tomball Economic Development Corporation 2021-2022 Strategic Work Plan.

Motion made by Treasurer Bruce, Seconded by Member Degges to approve the 2021-2022 Tomball Economic Development Corporation Strategic Work Plan.

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

The motion carried unanimously.

7. 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 6:12 p.m.

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

The Tomball Economic Development Corporation reconvened at 8:07 p.m.

9. Consideration and possible action by Tomball EDC to approve the expenditure of funds and the execution of contracts by the EDC Executive Director to acquire Lots 29 and 30, block 70 (unimproved Green Street), Tomball, Texas 77375.

Motion made by Treasurer Bruce, Seconded by Secretary Sumner to approve the expenditure of fund and the execution of contracts by the EDC Executive Director to acquire Lots 29 and 30, block 70 (unimproved Green Street), Tomball, Texas 77375 as presented above.

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

The motion carried unanimously.

I. Adjournment

Motion made by Member Degges, Seconded by Vice-President Vaughan to adjourn the meeting.

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

The motion carried unanimously.

The meeting adjourned at 8:08 p.m.

**C E R T I F I C A T I O N**

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 7th day of MAY 2021 by 5:30 PM, and remained posted for at least 72 continuous hours preceding the scheduled time of said meeting.

Kelly Violette  
Executive Director

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

PASSED AND APPROVED this the 13<sup>th</sup> day of July 2021.

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President, Tomball EDC Board

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Secretary, Tomball EDC Board

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

- Special Joint Tomball EDC and Tomball City Council Meeting of June 7, 2021

**Background:**

**Origination:** Kelly Violette, Executive Director

**Recommendation:**

Approval of the Minutes for the Meeting of June 7, 2021

**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?

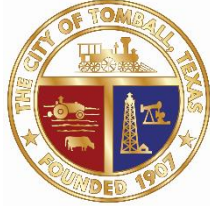
Yes: \_\_\_\_\_ No: \_\_\_\_\_ If yes, specify Account Number: # \_\_\_\_\_

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

Signed \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

**MINUTES OF SPECIAL JOINT MEETING OF THE TOMBALL CITY  
COUNCIL AND TOMBALL ECONOMIC DEVELOPMENT  
CORPORATION  
CITY OF TOMBALL, TEXAS**



**Monday, June 7, 2021  
4:30 PM**

The City Council of the City of Tomball, Texas, and the Tomball Economic Development Corporation conducted the meeting scheduled for June 7, 2021, 4:30 PM, at 401 Market Street, Tomball, Texas 77375, via video/telephone conference.

- A. Mayor/TEDC President Fagan called the special meeting of the Tomball City Council and the Tomball Economic Development Corporation to order at 4:34 p.m.

**PRESENT:**

Mayor/TEDC President Gretchen Fagan  
Council 1 John Ford  
Council 2 Mark Stoll  
Council 3/TEDC Board Member Chad Degges  
Council 4 Derek Townsend, Sr.  
Council 5 Lori Klein Quinn  
TEDC Board Member Sumner  
TEDC Board Member Bruce

**OTHERS PRESENT:**

Interim City Manager – David Esquivel  
Interim Assistant City Manager/Police Chief – Jeff Bert  
City Secretary – Doris Speer  
City Attorney – Loren Smith  
Director of Community Development – Craig Myers  
Assistant City Secretary – Tracy Garcia  
CSO Administrative Assistant – Johnita Robinson  
Executive Director-TEDC – Kelly Violette  
Assistant Director-TEDC – Tiffani Wooten  
Economic Development Coordinator-TEDC – Tori Gleason

- B. No public comments were received.

## C. New Business

1. The Tomball City Council and the Tomball Economic Development Corporation entered into a Joint Workshop Session regarding Downtown Tomball Alley Enhancements

No action taken

2. Executive Session: The City Council and the Tomball Economic Development Corporation recessed at 4:54 p.m. to meet in Executive Session as Authorized by Title 5, Chapter 551, Government Code, the Texas Open Meetings Act, for the Following Purpose(s):

- Sec. 551.087 of the Texas Government Code: Deliberation regarding Economic Development Negotiations

Upon reconvening in open session at 5:41 p.m., no action was taken.

- D. Motion made by Council 4 Townsend, Sr., Seconded by Council 5 Klein Quinn, to adjourn the meeting.

Motion carried unanimously.

Meeting adjourned at 5:41 p.m.

PASSED AND APPROVED this the 13 th day of July 2021.

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President, Tomball EDC Board

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Secretary, Tomball EDC Board

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Presentation by Glenn Windsor, Finance Director, regarding the Tomball EDC 2020-2021 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

**Origination:** Glenn Windsor, 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

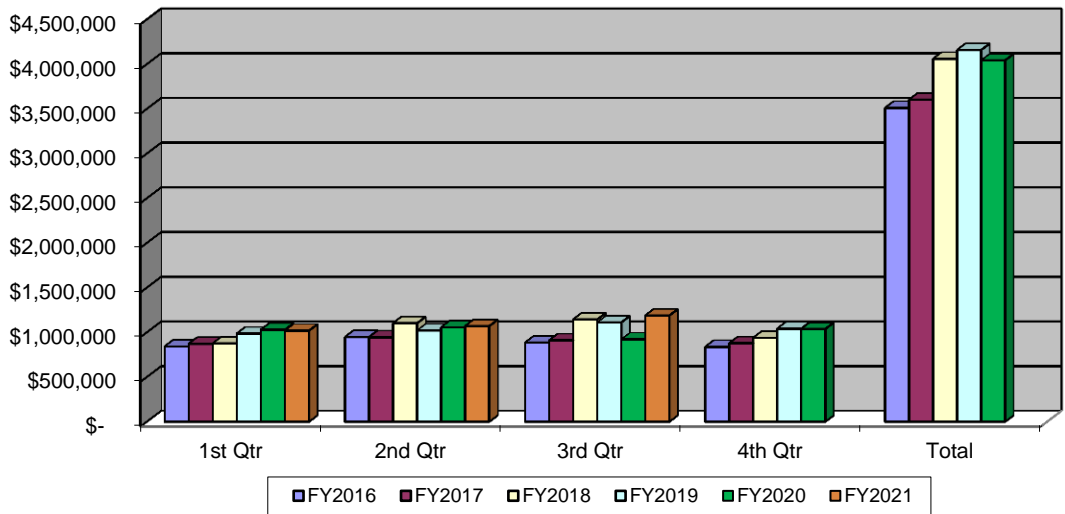
**TOMBALL ECONOMIC DEVELOPMENT CORPORATION  
MEMORANDUM**

**TO: BOARD OF DIRECTORS**  
**FROM: GLENN WINDSOR, FINANCE DIRECTOR**  
**SUBJECT: FINANCIAL INFORMATION FOR THE QUARTER ENDING  
June 30, 2021**  
**DATE: July 8, 2021**

Attached is the financial information for the first quarter ending June 30, 2021 for the Tomball Economic Development Corporation.

Total revenues for the quarter were \$ 1,187,065 versus an anticipated \$ 1,051,375. Sales tax revenues for the quarter were \$ 1,104,864 or \$ 142,364 more than the budgeted amount of \$962,500. Investment income was \$ 82,200 which was \$ 5,300 less than that expected for the quarter due to falling investment rates. For the fiscal year, sales tax revenues are up 8.55% percent since last year on the accrual basis.

**Sales Tax Revenues**



Total administrative expenses for the quarter were \$ 138,492 which was less than budgeted. Expenses related to travel and training, legal fees, office expenses and computer expenses were less than budgeted. Indirect Economic Development costs for the quarter were \$ 85,534 compared to \$ 180,000 budgeted for the period.

A schedule is being provided to assist the Director and the Board in the tracking of the commitments of the TEDC. As Project Grants are added and prior commitments paid, the remaining amount will be calculated and the “Board Approved Grants” section of the Fund Balance (Equity)

portion of the balance sheet is adjusted. At June 30, 2021, the TEDC had outstanding commitments for Board Approved Grants of \$ 1,915,178.

Also included is the 4-page Quarterly Investment Report which identifies the investments in which TEDC funds have been placed along with maturity information. At June 30, 2021, TEDC's cash and cash equivalents totaled over \$ 8.3 million. Additionally, TEDC held securities with a total market value at June 30, 2021 of \$ 9,815,702.

**Tomball Economic Development Corporation**  
**Balance Sheet**  
As of June 30, 2021

07/08/21

Accrual Basis

Jun 30, 21

|                                   |                      |
|-----------------------------------|----------------------|
| <b>ASSETS</b>                     |                      |
| <b>Current Assets</b>             |                      |
| <b>Checking/Savings</b>           |                      |
| Wells Fargo, checking             | 352,696.14           |
| TexasCLASS                        | 975,970.85           |
| TexPool                           | 7,005,152.14         |
| <b>Total Checking/Savings</b>     | 8,333,819.13         |
| <b>Accounts Receivable</b>        |                      |
| Accounts Receivable               | 690,196.95           |
| <b>Total Accounts Receivable</b>  | 690,196.95           |
| <b>Other Current Assets</b>       |                      |
| Investment Securities             | 9,815,701.53         |
| <b>Total Other Current Assets</b> | 9,815,701.53         |
| <b>Total Current Assets</b>       | 18,839,717.61        |
| <b>Fixed Assets</b>               |                      |
| Buildings and Improvements        | 4,151,654.57         |
| Business Park Infrastructure      | 2,470,129.05         |
| Land                              | 1,939,394.83         |
| <b>Total Fixed Assets</b>         | 8,561,178.45         |
| <b>TOTAL ASSETS</b>               | <b>27,400,896.06</b> |
| <b>LIABILITIES &amp; EQUITY</b>   |                      |
| <b>Liabilities</b>                |                      |
| <b>Current Liabilities</b>        |                      |
| Accounts Payable                  |                      |
| Accounts Payable                  | 178,610.31           |
| <b>Total Accounts Payable</b>     | 178,610.31           |
| <b>Total Current Liabilities</b>  | 178,610.31           |
| <b>Total Liabilities</b>          | 178,610.31           |
| <b>Equity</b>                     |                      |
| Fund Balance                      |                      |
| Assigned Fund Balance             | 68,814.64            |
| Board Approved Grants             | 1,915,178.00         |
| Fund Balance - Other              | 25,857,080.32        |
| <b>Total Fund Balance</b>         | 27,841,072.96        |

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07/08/21

Accrual Basis

**Tomball Economic Development Corporation**  
**Balance Sheet**  
As of June 30, 2021

Item 6.

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|                                       | Jun 30, 21                  |
|---------------------------------------|-----------------------------|
| Retained Earnings                     | -529,999.00                 |
| Net Income                            | -88,788.21                  |
| Total Equity                          | 27,222,285.75               |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u>27,400,896.06</u></b> |

**Tomball Economic Development Corporation**  
**Balance Sheet Prev Year Comparison**  
As of June 30, 2021

|                                   | Jun 30, 21           | Jun 30, 20           | \$ Change           |
|-----------------------------------|----------------------|----------------------|---------------------|
| <b>ASSETS</b>                     |                      |                      |                     |
| <b>Current Assets</b>             |                      |                      |                     |
| <b>Checking/Savings</b>           |                      |                      |                     |
| Wells Fargo, checking             | 352,696.14           | 847,110.54           | -494,414.40         |
| TexasCLASS                        | 975,970.85           | 974,292.31           | 1,678.54            |
| TexPool                           | 7,005,152.14         | 6,564,527.48         | 440,624.66          |
| <b>Total Checking/Savings</b>     | <b>8,333,819.13</b>  | <b>8,385,930.33</b>  | <b>-52,111.20</b>   |
| <b>Accounts Receivable</b>        |                      |                      |                     |
| Accounts Receivable               | 690,196.95           | 667,287.12           | 22,909.83           |
| <b>Total Accounts Receivable</b>  | <b>690,196.95</b>    | <b>667,287.12</b>    | <b>22,909.83</b>    |
| <b>Other Current Assets</b>       |                      |                      |                     |
| Investment Securities             | 9,815,701.53         | 9,533,501.80         | 282,199.73          |
| <b>Total Other Current Assets</b> | <b>9,815,701.53</b>  | <b>9,533,501.80</b>  | <b>282,199.73</b>   |
| <b>Total Current Assets</b>       | <b>18,839,717.61</b> | <b>18,586,719.25</b> | <b>252,998.36</b>   |
| <b>Fixed Assets</b>               |                      |                      |                     |
| Buildings and Improvements        | 4,151,654.57         | 5,002,017.77         | -850,363.20         |
| Business Park Infrastructure      | 2,470,129.05         | 2,470,129.05         | 0.00                |
| Land                              | 1,939,394.83         | 1,124,681.63         | 814,713.20          |
| <b>Total Fixed Assets</b>         | <b>8,561,178.45</b>  | <b>8,596,828.45</b>  | <b>-35,650.00</b>   |
| <b>TOTAL ASSETS</b>               | <b>27,400,896.06</b> | <b>27,183,547.70</b> | <b>217,348.36</b>   |
| <b>LIABILITIES &amp; EQUITY</b>   |                      |                      |                     |
| <b>Liabilities</b>                |                      |                      |                     |
| <b>Current Liabilities</b>        |                      |                      |                     |
| <b>Accounts Payable</b>           |                      |                      |                     |
| Accounts Payable                  | 178,610.31           | 257,413.74           | -78,803.43          |
| <b>Total Accounts Payable</b>     | <b>178,610.31</b>    | <b>257,413.74</b>    | <b>-78,803.43</b>   |
| <b>Total Current Liabilities</b>  | <b>178,610.31</b>    | <b>257,413.74</b>    | <b>-78,803.43</b>   |
| <b>Total Liabilities</b>          | <b>178,610.31</b>    | <b>257,413.74</b>    | <b>-78,803.43</b>   |
| <b>Equity</b>                     |                      |                      |                     |
| <b>Fund Balance</b>               |                      |                      |                     |
| Assigned Fund Balance             | 68,814.64            | 71,414.64            | -2,600.00           |
| Board Approved Grants             | 1,915,178.00         | 1,960,896.09         | -45,718.09          |
| Fund Balance - Other              | 25,857,080.32        | 22,767,309.12        | 3,089,771.20        |
| <b>Total Fund Balance</b>         | <b>27,841,072.96</b> | <b>24,799,619.85</b> | <b>3,041,453.11</b> |

**Tomball Economic Development Corporation**  
**Balance Sheet Prev Year Comparison**  
As of June 30, 2021

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|                                       | Jun 30, 21           | Jun 30, 20           | \$ Change         |
|---------------------------------------|----------------------|----------------------|-------------------|
| Retained Earnings                     | -529,999.00          | 444,349.00           | -974,348.00       |
| Net Income                            | -88,788.21           | 1,682,165.11         | -1,770,953.32     |
| Total Equity                          | 27,222,285.75        | 26,926,133.96        | 296,151.79        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b>27,400,896.06</b> | <b>27,183,547.70</b> | <b>217,348.36</b> |

**Tomball Economic Development Corporation**  
**Profit & Loss Budget vs. Actual**  
 October 2020 through June 2021

07/08/21

Accrual Basis

|   | Oct '20 - Jun 21    | Budget              | \$ Over Budget     |
|---|---------------------|---------------------|--------------------|
| <b>Ordinary Income/Expense</b>            |                     |                     |                    |
| <b>Income</b>                             |                     |                     |                    |
| Sales of Business Park Property           | 662,746.75          | 0.00                | 662,746.75         |
| Grants                                    | 16,000.00           | 5,500.00            | 10,500.00          |
| Sales Tax                                 | 3,192,010.70        | 3,850,000.00        | -657,989.30        |
| Interest                                  | 259,362.70          | 350,000.00          | -90,637.30         |
| <b>Total Income</b>                       | <b>4,130,120.15</b> | <b>4,205,500.00</b> | <b>-75,379.85</b>  |
| <b>Gross Profit</b>                       | <b>4,130,120.15</b> | <b>4,205,500.00</b> | <b>-75,379.85</b>  |
| <b>Expense</b>                            |                     |                     |                    |
| <b>Administrative Expenditures</b>        |                     |                     |                    |
| <b>Salaries and Benefits</b>              |                     |                     |                    |
| Wages- Full-Time                          | 0.00                | 42,058.00           | -42,058.00         |
| Overtime                                  | 0.00                | 3,024.00            | -3,024.00          |
| Benefits-Admin. Asst.                     | 13,765.76           | 18,529.00           | -4,763.24          |
| Wages-Admin. Asst.                        | 30,517.72           |                     |                    |
| Salary-Executive Director                 | 92,591.17           | 129,332.00          | -36,740.83         |
| Salary- Assistant Director                | 63,243.80           | 86,405.00           | -23,161.20         |
| Benefits-Executive Director               | 34,719.42           | 45,693.00           | -10,973.58         |
| Benefits- Assistant Director              | 35,729.20           | 45,972.00           | -10,242.80         |
| <b>Total Salaries and Benefits</b>        | <b>270,567.07</b>   | <b>371,013.00</b>   | <b>-100,445.93</b> |
| <b>Other Personnel Expenditures</b>       |                     |                     |                    |
| Auto Allowance-Assistant Dir              | 900.00              | 1,200.00            | -300.00            |
| Phone Allowance- Assistant Dir            | 675.00              | 900.00              | -225.00            |
| Phone Allow.-Exec. Dir.                   | 675.00              | 900.00              | -225.00            |
| Auto Allowance-Exec. Director             | 5,400.00            | 7,200.00            | -1,800.00          |
| Dues and Subscriptions                    | 6,094.62            | 9,000.00            | -2,905.38          |
| Seminar/Conference Registration           | 8,146.00            | 18,000.00           | -9,854.00          |
| Travel and Training                       | 1,248.75            | 30,000.00           | -28,751.25         |
| Local Travel Expense                      | 236.06              | 400.00              | -163.94            |
| <b>Total Other Personnel Expenditures</b> | <b>23,375.43</b>    | <b>67,600.00</b>    | <b>-44,224.57</b>  |
| <b>Service and Supply Expenditures</b>    |                     |                     |                    |
| Insurance                                 | 9,847.14            | 18,000.00           | -8,152.86          |
| Contract Administrative Service           | 18,750.00           | 25,000.00           | -6,250.00          |
| Bank Charges & Postage                    | 2,365.26            | 1,000.00            | 1,365.26           |
| Computer Equip. and Maint.                | 2,492.92            | 5,000.00            | -2,507.08          |
| Communications Services                   | 2,599.75            | 4,500.00            | -1,900.25          |
| Legal Fees                                | 29,969.50           | 30,000.00           | -30.50             |

**Tomball Economic Development Corporation**  
**Profit & Loss Budget vs. Actual**  
**October 2020 through June 2021**

07/08/21

Accrual Basis

|  | Oct '20 - Jun 21    | Budget               | \$ Over Budget       |
|--|---------------------|----------------------|----------------------|
| Lease Expense-GTACC                          | 16,349.55           | 37,000.00            | -20,650.45           |
| Office Supplies                              | 1,770.82            | 10,000.00            | -8,229.18            |
| <b>Total Service and Supply Expenditures</b> | <b>84,144.94</b>    | <b>130,500.00</b>    | <b>-46,355.06</b>    |
| <b>Total Administrative Expenditures</b>     | <b>378,087.44</b>   | <b>569,113.00</b>    | <b>-191,025.56</b>   |
| <b>Indirect Economic Development</b>         |                     |                      |                      |
| Economic Impact Model License                | 4,428.00            | 4,430.00             | -2.00                |
| Promotional Items                            | 1,159.55            | 6,500.00             | -5,340.45            |
| Printing                                     | 5,122.72            | 6,500.00             | -1,377.28            |
| Event Sponsorships                           | 5,912.18            | 29,000.00            | -23,087.82           |
| Chamber Guide                                | 0.00                | 8,400.00             | -8,400.00            |
| Area Street Maps                             | 3,875.00            | 3,875.00             | 0.00                 |
| Marketing                                    | 77,100.00           | 87,000.00            | -9,900.00            |
| Website and GIS                              | 36,299.00           | 36,000.00            | 299.00               |
| Professional Services                        | 135,406.75          | 520,000.00           | -384,593.25          |
| Miscellaneous                                | 80,592.40           | 15,000.00            | 65,592.40            |
| <b>Total Indirect Economic Development</b>   | <b>349,895.60</b>   | <b>716,705.00</b>    | <b>-366,809.40</b>   |
| <b>City Debt Service</b>                     |                     |                      |                      |
| Medical Complex/Persimmon                    | 222,222.00          | 222,222.00           | 0.00                 |
| Business Park Infrastructure                 | 467,306.25          | 535,663.00           | -68,356.75           |
| Southside Utility Ext.(2/15/22)              | 370,000.00          | 370,000.00           | 0.00                 |
| <b>Total City Debt Service</b>               | <b>1,059,528.25</b> | <b>1,127,885.00</b>  | <b>-68,356.75</b>    |
| <b>Grants, Loans &amp; Other Exp.</b>        |                     |                      |                      |
| Old Town Facade Grants- Prior Y              | 38,782.50           | 130,000.00           | -91,217.50           |
| Old Town Facade Grants- Current              | 0.00                | 250,000.00           | -250,000.00          |
| Business Park Expenses                       | 51,119.70           | 775,000.00           | -723,880.30          |
| Sales Tax Reimb.Grants (380)                 | 50,139.36           | 50,000.00            | 139.36               |
| Business Imp. Grants- Prior Yr.              | 67,000.13           | 215,300.00           | -148,299.87          |
| Business Imp. Grants- Curr. Yr.              | 32,099.35           | 350,000.00           | -317,900.65          |
| Project Grants                               | 29,343.50           | 2,500,000.00         | -2,470,656.50        |
| Property Acquisition                         | 1,972,739.93        | 2,500,000.00         | -527,260.07          |
| <b>Total Grants, Loans &amp; Other Exp.</b>  | <b>2,241,224.47</b> | <b>6,770,300.00</b>  | <b>-4,529,075.53</b> |
| <b>Total Expense</b>                         | <b>4,028,735.76</b> | <b>9,184,003.00</b>  | <b>-5,155,267.24</b> |
| <b>Net Ordinary Income</b>                   | <b>101,384.39</b>   | <b>-4,978,503.00</b> | <b>5,079,887.39</b>  |

**Tomball Economic Development Corporation**  
**Profit & Loss Budget vs. Actual**  
October 2020 through June 2021

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|                                 | Oct '20 - Jun 21  | Budget               | \$ Over Budget      |
|---------------------------------|-------------------|----------------------|---------------------|
| Other Income/Expense            |                   |                      |                     |
| Other Income                    |                   |                      |                     |
| Other Income                    |                   |                      |                     |
| Unrealized Gains/Losses on Inv. | -190,172.60       |                      |                     |
| Total Other Income              | -190,172.60       |                      |                     |
| Total Other Income              | -190,172.60       |                      |                     |
| Net Other Income                | -190,172.60       |                      |                     |
| Net Income                      | <u>-88,788.21</u> | <u>-4,978,503.00</u> | <u>4,889,714.79</u> |

**Tomball Economic Development Corporation**  
**Profit & Loss Prev Year Comparison**  
**October 2020 through June 2021**

|  | Oct '20 - Jun 21 | Oct '19 - Jun 20 | \$ Change  |
|--|------------------|------------------|------------|
| <b>Ordinary Income/Expense</b>               |                  |                  |            |
| <b>Income</b>                                |                  |                  |            |
| <b>Sales of Business Park Property</b>       | 662,746.75       | 455,717.03       | 207,029.72 |
| <b>Grants</b>                                | 16,000.00        | 0.00             | 16,000.00  |
| <b>Sales Tax</b>                             | 3,192,010.70     | 3,005,430.36     | 186,580.34 |
| <b>Interest</b>                              | 259,362.70       | 344,904.01       | -85,541.31 |
| <b>Total Income</b>                          | 4,130,120.15     | 3,806,051.40     | 324,068.75 |
| <b>Gross Profit</b>                          | 4,130,120.15     | 3,806,051.40     | 324,068.75 |
| <b>Expense</b>                               |                  |                  |            |
| <b>Administrative Expenditures</b>           |                  |                  |            |
| <b>Salaries and Benefits</b>                 |                  |                  |            |
| <b>Benefits-Admin. Asst.</b>                 | 13,765.76        | 8,946.94         | 4,818.82   |
| <b>Wages-Admin. Asst.</b>                    | 30,517.72        | 30,486.08        | 31.64      |
| <b>Salary-Executive Director</b>             | 92,591.17        | 92,821.85        | -230.68    |
| <b>Salary- Assistant Director</b>            | 63,243.80        | 62,059.56        | 1,184.24   |
| <b>Benefits-Executive Director</b>           | 34,719.42        | 35,185.69        | -466.27    |
| <b>Benefits- Assistant Director</b>          | 35,729.20        | 40,850.19        | -5,120.99  |
| <b>Total Salaries and Benefits</b>           | 270,567.07       | 270,350.31       | 216.76     |
| <b>Other Personnel Expenditures</b>          |                  |                  |            |
| <b>Auto Allowance-Assistant Dir</b>          | 900.00           | 900.00           | 0.00       |
| <b>Phone Allowance- Assistant Dir</b>        | 675.00           | 675.00           | 0.00       |
| <b>Phone Allow.-Exec. Dir.</b>               | 675.00           | 675.00           | 0.00       |
| <b>Auto Allowance-Exec. Director</b>         | 5,400.00         | 5,400.00         | 0.00       |
| <b>Dues and Subscriptions</b>                | 6,094.62         | 5,628.66         | 465.96     |
| <b>Seminar/Conference Registration</b>       | 8,146.00         | 2,927.75         | 5,218.25   |
| <b>Travel and Training</b>                   | 1,248.75         | 11,726.83        | -10,478.08 |
| <b>Local Travel Expense</b>                  | 236.06           | 0.00             | 236.06     |
| <b>Total Other Personnel Expenditures</b>    | 23,375.43        | 27,933.24        | -4,557.81  |
| <b>Service and Supply Expenditures</b>       |                  |                  |            |
| <b>Insurance</b>                             | 9,847.14         | 2,895.70         | 6,951.44   |
| <b>Contract Administrative Service</b>       | 18,750.00        | 18,750.00        | 0.00       |
| <b>Bank Charges &amp; Postage</b>            | 2,365.26         | 1,222.00         | 1,143.26   |
| <b>Computer Equip. and Maint.</b>            | 2,492.92         | 2,717.29         | -224.37    |
| <b>Communications Services</b>               | 2,599.75         | 2,720.98         | -121.23    |
| <b>Legal Fees</b>                            | 29,969.50        | 17,469.50        | 12,500.00  |
| <b>Lease Expense-GTACC</b>                   | 16,349.55        | 17,404.90        | -1,055.35  |
| <b>Office Supplies</b>                       | 1,770.82         | 1,227.08         | 543.74     |
| <b>Total Service and Supply Expenditures</b> | 84,144.94        | 64,407.45        | 19,737.49  |
| <b>Total Administrative Expenditures</b>     | 378,087.44       | 362,691.00       | 15,396.44  |

**Tomball Economic Development Corporation**  
**Profit & Loss Prev Year Comparison**  
**October 2020 through June 2021**

|   | Oct '20 - Jun 21    | Oct '19 - Jun 20    | \$ Change            |
|---|---------------------|---------------------|----------------------|
| <b>Indirect Economic Development</b>        |                     |                     |                      |
| Economic Impact Model License               | 4,428.00            | 4,299.00            | 129.00               |
| Promotional Items                           | 1,159.55            | 0.00                | 1,159.55             |
| Printing                                    | 5,122.72            | 3,193.64            | 1,929.08             |
| Event Sponsorships                          | 5,912.18            | 4,500.00            | 1,412.18             |
| Area Street Maps                            | 3,875.00            | 0.00                | 3,875.00             |
| Marketing                                   | 77,100.00           | 78,968.37           | -1,868.37            |
| Website and GIS                             | 36,299.00           | 31,899.00           | 4,400.00             |
| Professional Services                       | 135,406.75          | 133,141.24          | 2,265.51             |
| Miscellaneous                               | 80,592.40           | 3,228.74            | 77,363.66            |
| <b>Total Indirect Economic Development</b>  | <b>349,895.60</b>   | <b>259,229.99</b>   | <b>90,665.61</b>     |
| <b>City Debt Service</b>                    |                     |                     |                      |
| Medical Complex/Persimmon                   | 222,222.00          | 222,222.00          | 0.00                 |
| Business Park Infrastructure                | 467,306.25          | 461,156.25          | 6,150.00             |
| Southside Utility Ext.(2/15/22)             | 370,000.00          | 370,000.00          | 0.00                 |
| <b>Total City Debt Service</b>              | <b>1,059,528.25</b> | <b>1,053,378.25</b> | <b>6,150.00</b>      |
| <b>Grants, Loans &amp; Other Exp.</b>       |                     |                     |                      |
| Old Town Facade Grants- Prior Y             | 38,782.50           | 0.00                | 38,782.50            |
| Old Town Facade Grants- Current             | 0.00                | 19,928.17           | -19,928.17           |
| Businesss Park Expenses                     | 51,119.70           | 215,241.25          | -164,121.55          |
| Sales Tax Reimb.Grants (380)                | 50,139.36           | 50,139.36           | 0.00                 |
| Business Imp. Grants- Prior Yr.             | 67,000.13           | 94,130.63           | -27,130.50           |
| Business Imp. Grants- Curr. Yr.             | 32,099.35           | 39,535.53           | -7,436.18            |
| Project Grants                              | 29,343.50           | 96,290.50           | -66,947.00           |
| Property Acquisition                        | 1,972,739.93        | 5,000.00            | 1,967,739.93         |
| <b>Total Grants, Loans &amp; Other Exp.</b> | <b>2,241,224.47</b> | <b>520,265.44</b>   | <b>1,720,959.03</b>  |
| <b>Total Expense</b>                        | <b>4,028,735.76</b> | <b>2,195,564.68</b> | <b>1,833,171.08</b>  |
| <b>Net Ordinary Income</b>                  | <b>101,384.39</b>   | <b>1,610,486.72</b> | <b>-1,509,102.33</b> |
| <b>Other Income/Expense</b>                 |                     |                     |                      |
| Other Income                                |                     |                     |                      |
| Other Income                                |                     |                     |                      |
| Unrealized Gains/Losses on Inv.             | -190,172.60         | 21,681.46           | -211,854.06          |
| Other Income - Other                        | 0.00                | 49,996.93           | -49,996.93           |
| <b>Total Other Income</b>                   | <b>-190,172.60</b>  | <b>71,678.39</b>    | <b>-261,850.99</b>   |
| <b>Total Other Income</b>                   | <b>-190,172.60</b>  | <b>71,678.39</b>    | <b>-261,850.99</b>   |
| <b>Net Other Income</b>                     | <b>-190,172.60</b>  | <b>71,678.39</b>    | <b>-261,850.99</b>   |
| <b>Net Income</b>                           | <b>-88,788.21</b>   | <b>1,682,165.11</b> | <b>-1,770,953.32</b> |



**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**  
**SUMMARY OF PROJECT GRANTS (BOARD APPROVED GRANTS)**  
**AS OF JUNE 30, 2021**

| GRANTEE                            | APPROVED   |            |                 | STATUS      | ADDITIONS/DELETIONS |           | PAID                    |            | REMAINING AMOUNT |
|------------------------------------|------------|------------|-----------------|-------------|---------------------|-----------|-------------------------|------------|------------------|
|                                    | DATE       | AMOUNT     | EXPIRATION DATE |             | DATE                | AMOUNT    | DATE                    | 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              | 54,125.00  |                  |
|                                    |            |            |                 |             |                     |           | 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              | 3,000.00   |                  |
|                                    |            |            |                 |             |                     |           | 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  | Expired   | 7/11/2017  | (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   | - |

Item 6.

|   |            |                      |            |                |                       |            |                     |                     |
|---|------------|----------------------|------------|----------------|-----------------------|------------|---------------------|---------------------|
| 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            | 30,555.00           |
| 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 |                |                       |            |                     | 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 | 7/12/2021             |            |                     | 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  |                |                       |            |                     | 44,543.00           |
| Texas Railroadng 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  |                |                       |            |                     | 135,591.00          |
| Turnstone Texas Group, LP                   | 2/11/2020  | 73,200.00            | 10/19/2021 |                |                       | 2/2/2021   | 17,951.00           | 55,249.00           |
| American National Carbide                   | 2/11/2020  | 36,000.00            | 4/19/2022  |                |                       |            |                     | 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  |                |                       |            |                     | 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  |                |                       |            |                     | 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   |                |                       |            |                     | 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           |
| <b>Total</b>                                |            | <b>10,174,198.00</b> |            |                | <b>(1,196,915.57)</b> |            | <b>6,549,308.96</b> | <b>1,915,178.00</b> |

Total FY 2020-2021 Payments on Project Grants

23,043.50

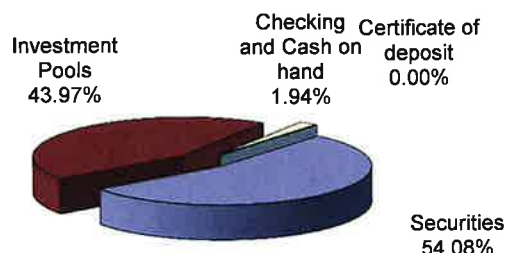
## TOMBALL ECONOMIC DEVELOPMENT CORPORATION PORTFOLIO DIVERSIFICATION June 30, 2021

44377

### By Type

|                           | Current<br>Market Value | Percent<br>Portfolio |
|---------------------------|-------------------------|----------------------|
| Securities                | \$ 9,815,702            | 54.08%               |
| Investment Pools          | 7,981,123               | 43.97%               |
| Checking and Cash on hand | 352,696                 | 1.94%                |
| Certificate of deposit    | 0                       | 0.00%                |
| <b>Total Portfolio</b>    | <b>\$ 18,149,521</b>    |                      |

### Diversification By Type

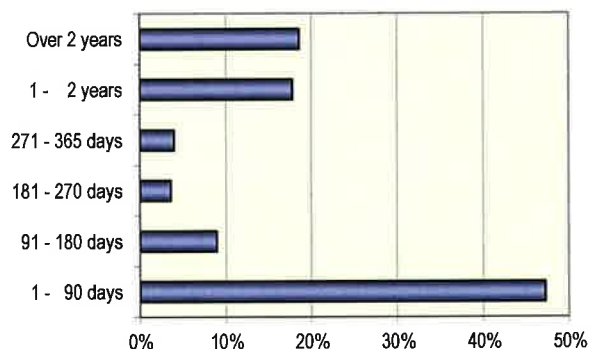


Safety of principal is the first priority of any Public investment portfolio. The Tomball Economic Development Corporation currently invests in Securities of Federal, State, and Local Governments, in Texas CLASS and in the state pool, TexPool. These investments are in securities with a rating of A-1/P-1 or higher and pools with Standard & Poor's highest rating of AAAM.

### By Maturity

|                        | Current<br>Market Value | Percent<br>Portfolio |
|------------------------|-------------------------|----------------------|
| 1 - 90 days            | \$ 8,569,335            | 47%                  |
| 91 - 180 days          | 1,613,024               | 9%                   |
| 181 - 270 days         | 648,527                 | 4%                   |
| 271 - 365 days         | 716,825                 | 4%                   |
| 1 - 2 years            | 3,229,563               | 18%                  |
| Over 2 years           | 3,372,248               | 19%                  |
| <b>Total Portfolio</b> | <b>\$ 18,149,521</b>    |                      |

### Diversification by Maturity



Ensuring adequate liquidity is available to cover all expenditures is the second priority of any public investing program. The TEDC staff forecasts cash flow and ladders the maturity of investments to ensure funds are adequate when needed. A portion of funds are kept in overnight investments as a buffer for any unexpected expenditures. This overnight investment (TexPool , Texas Class) has been performing according to market in the yield category as well as providing liquidity.

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION  
INVESTMENT PORTFOLIO SUMMARY  
ACTIVITY FOR QUARTER ENDING  
June 30, 2021**

| INVESTMENTS         | COST         | MARKET       | RATIO   | YTM at<br>COST | BENCHMARK<br>YTM** |
|---------------------|--------------|--------------|---------|----------------|--------------------|
| Beginning of period | \$ 9,070,000 | \$ 9,573,707 | 1.05554 | 3.720%         | 0.07%              |
| Purchases           | 1,013,940    | 1,013,940    |         |                |                    |
| Maturities/Calls    | (702,366)    | (709,440)    |         |                |                    |
| Changes in value    |              | (62,505)     |         |                |                    |
| Sales               |              |              |         |                |                    |
| End of period       | 9,381,574    | 9,815,702    | 1.04627 | 3.682%         | 0.07%              |

\*\*Benchmark security is the One-year U. S. Treasury Bill  
Weighted average maturity of the portfolio at quarter end is 622 days.

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

  
\_\_\_\_\_  
Treasurer

\_\_\_\_\_  
Asst. Treasurer

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION  
INVESTMENTS IN SECURITIES  
PORTFOLIO AS OF JUNE 30, 2021**

| SECURITY DESCRIPTION                   | CUSIP NUMBER | MATURITY DATE | COUPON YIELD    | PAR VALUE           | MARKET VALUE           | DAYS AFTER 06/30/21 | INDIVIDUAL MARKET VALUE/TOTAL | WAM DAYS x PERCENT | Callable |
|--|--------------|---------------|-----------------|---------------------|------------------------|---------------------|-------------------------------|--------------------|----------|
| Central Wa Univ Sys Rev**              | 155839GK3    | 5/1/2022      | 5.000000%       | 690,000.00          | 716,824.58             | 305                 | 7.303%                        | 22.27              | N        |
| Royce City Cert Ob                     | 780860MG4    | 8/15/2021     | 2.000000%       | 235,000.00          | 235,516.44             | 46                  | 2.399%                        | 1.10               | N        |
| Dallas TX WW&SS Rev ***                | 2354167D0    | 10/1/2021     | 2.485000%       | 1,000,000.00        | 1,005,809.80           | 93                  | 10.247%                       | 9.53               | N        |
| Fort Worth TX Rev***                   | 349507AE3    | 3/1/2022      | 2.510000%       | 640,000.00          | 648,527.04             | 244                 | 6.607%                        | 16.12              | N        |
| Dalls TX Refunding***                  | 235219MG4    | 2/15/2023     | 4.839000%       | 1,965,000.00        | 2,107,378.20           | 595                 | 21.469%                       | 127.74             | Y        |
| San Marcos TX Consol ISD Txbi Ref      | 798781XV7    | 8/1/2023      | 4.000000%       | 1,000,000.00        | 1,071,402.10           | 762                 | 10.915%                       | 83.17              | N        |
| Port of Houston Tx Auth Ref- Ser C *** | 7342604A7    | 10/1/2021     | 5.000000%       | 600,000.00          | 607,213.98             | 93                  | 6.186%                        | 5.75               | Y        |
| Univ. of Texas Taxble Refunding***     | 914729SK5    | 4/15/2023     | 2.795000%       | 750,000.00          | 779,599.43             | 654                 | 7.942%                        | 51.94              | N        |
| Conroe TX Cert of Obl                  | 2083992X2    | 1/15/2023     | 5.000000%       | 415,000.00          | 461,476.89             | 868                 | 4.701%                        | 40.81              | N        |
| Royce City Tx Cert of Obl              | 780860MK5    | 8/15/2024     | 5.000000%       | 250,000.00          | 284,339.95             | 1142                | 2.897%                        | 33.08              | N        |
| Texas State TXBL- Pub Fin Auth         | 882724GV3    | 10/1/2024     | 3.225000%       | 500,000.00          | 541,088.25             | 1189                | 5.512%                        | 65.54              | N        |
| Eagle Mtn & Saginaw ISD                | 269696NU0    | 8/15/2022     | 5.000000%       | 325,000.00          | 342,584.87             | 411                 | 3.490%                        | 14.34              | N        |
| Federal Home Loan Bank                 | 3130AMTK8    | 6/30/2025     | 1.000000%       | 1,000,000.00        | 1,013,940.00           | 1461                | 10.330%                       | 150.92             | Y        |
| <b>TOTALS</b>                          |              |               | <b>3.68108%</b> | <b>9,370,000.00</b> | <b>\$ 9,815,701.53</b> | <b>605</b>          | <b>100.000%</b>               | <b>622.34</b>      |          |

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**  
**CASH AND CASH EQUIVALENTS**  
**FOR QUARTER ENDING**  
**June 30, 2021**

| MAJOR FUNDS   | CASH AND CASH EQUIVALENTS |                     |                       |                 | INVESTMENTS                           |                           |                          | TOTAL CASH,<br>CASH<br>EQUIVALENTS<br>AND<br>INVESTMENTS |
|---------------|---------------------------|---------------------|-----------------------|-----------------|---------------------------------------|---------------------------|--------------------------|--|
|               | TEXAS CLASS               | TEXPOOL             | OPERATING<br>ACCOUNTS | CASH ON<br>HAND | TOTAL CASH<br>AND CASH<br>EQUIVALENTS | CERTIFICATE OF<br>DEPOSIT | INVESTMENT<br>SECURITIES |  |
| General       | \$ 975,971                | \$ 7,005,152        | \$ 352,696            | \$ -            | \$ 8,333,819                          | \$ -                      | \$ 9,815,702             | \$ 9,815,702   |
| <b>TOTALS</b> | <b>\$ 975,971</b>         | <b>\$ 7,005,152</b> | <b>\$ 352,696</b>     | <b>\$ -</b>     | <b>\$ 8,333,819</b>                   | <b>\$ -</b>               | <b>\$ 9,815,702</b>      | <b>\$ 9,815,702</b>                                      |
|               |                           |                     |                       |                 |                                       |                           |                          | <b>\$ 18,149,521</b>                                     |

## Business Improvement Grant Program

| <b>Fiscal 2020-2021</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> |
|-------------------------------|-----------------------|-------------|-------------------|----------------------|--------------------|----------------------|---------------------|
| GREVIS Properties             | \$6,480.00            | Landscape   | \$3,240.00        | 10/20/2020           | 12/7/2020          | \$3,000.00           | \$347,000.00        |
| Holderrieth Commercial Proper | \$12,680.00           | Property    | \$6,340.00        | 11/2/2020            | 12/29/2020         | \$6,340.00           | \$340,660.00        |
| Power Solution Specialist     | \$14,784.00           | Property    | \$7,392.00        | 12/14/2020           | 3/2/2021           | \$7,392.00           | \$333,268.00        |
| Power Solution Specialist     | \$2,779.86            | Façade      | \$1,389.93        | 12/14/2020           | 3/2/2021           | \$1,389.93           | \$331,878.07        |
| Tropical Dental Care          | \$1,342.30            | Signage     | \$671.15          | 12/29/2020           | 3/4/2021           | \$671.15             | \$331,206.92        |
| Power Solution Specialist     | \$522.38              | Signage     | \$261.19          | 1/6/2021             | 3/2/2021           | \$261.19             | \$330,945.73        |
| CCJ Collaborations            | \$8,500.00            | Signage     | \$1,000.00        | 1/13/2021            |                    |                      | \$329,945.73        |
| CCJ Collaborations            | \$26,922.00           | Property    | \$10,000.00       | 1/13/2021            |                    |                      | \$319,945.73        |
| CCJ Collaborations            | \$58,283.00           | Landscaping | \$10,000.00       | 1/13/2021            |                    |                      | \$309,945.73        |
| AC Snow Management            | \$1,500.00            | Property    | \$750.00          | 1/19/2021            |                    |                      | \$309,195.73        |
| AC Snow Management            | \$1,500.00            | Landscape   | \$750.00          | 1/19/2021            |                    |                      | \$308,445.73        |
| AC Snow Management            | \$4,250.00            | Façade      | \$2,125.00        | 1/19/2021            |                    |                      | \$306,320.73        |
| Grandenetti - 306 Commerce    | \$19,900.00           | Property    | \$9,950.00        | 1/28/2021            | 6/25/2021          | \$4,750.08           | \$296,370.73        |
| LUC-Technologies, LLC         | \$10,788.00           | Property    | \$5,394.00        | 3/5/2021             | 6/4/2021           | \$4,495.00           | \$290,976.73        |
| Smitty's Meat Market          | \$104,500.00          | Property    | \$10,000.00       | 3/5/2021             |                    |                      | \$280,976.73        |
| Smitty's Meat Market          | \$18,700.00           | Landscape   | \$9,350.00        | 3/5/2021             |                    |                      | \$271,626.73        |
| Muddy Soap Co.                | \$27,282.68           | Façade      | \$10,000.00       | 3/15/2021            |                    |                      | \$261,626.73        |
| 70/70 Offices, LLC            | \$12,568.50           | Signage     | \$2,500.00        | 3/23/2021            |                    |                      | \$259,126.73        |
| DunnCo Properties             | \$124,650.00          | Property    | \$10,000.00       | 3/23/2021            |                    |                      | \$249,126.73        |
| DunnCo Properties             | \$25,000.00           | Landscape   | \$10,000.00       | 3/23/2021            |                    |                      | \$239,126.73        |
| DunnCo Properties             | \$25,000.00           | Signage     | \$1,000.00        | 3/23/2021            |                    |                      | \$238,126.73        |
| Grimes Industrial             | \$50,763.00           | Property    | \$10,000.00       | 3/31/2021            |                    |                      | \$228,126.73        |
| Grimes Industrial             | \$1,300.00            | Landscape   | \$650.00          | 3/31/2021            |                    |                      | \$227,476.73        |
| Rock Materials                | \$39,204.00           | Property    | \$10,000.00       | 3/31/2021            | 6/25/2021          | \$10,000.00          | \$217,476.73        |
| Dotties Sweet Cream & Gelato  | \$2,120.00            | Signage     | \$1,000.00        | 3/31/2021            |                    |                      | \$216,476.73        |
| Ella's Garden                 | \$1,500.00            | Property    | \$750.00          | 3/31/2021            | 6/25/2021          | \$750.00             | \$215,726.73        |
| Ella's Garden                 | \$16,700.00           | Façade      | \$8,350.00        | 3/31/2021            | 6/25/2021          | \$8,350.00           | \$207,376.73        |
| Colwell Wellness Center       | \$6,991.34            | Signage     | \$2,500.00        | 5/3/2021             |                    |                      | \$204,876.73        |
| Sip Hip Hooray, LLC           | \$1,100.00            | Façade      | \$550.00          | 5/10/2021            |                    |                      | \$204,326.73        |
| Sip Hip Hooray, LLC           | \$1,591.28            | Landscape   | \$397.82          | 5/10/2021            |                    |                      | \$203,928.91        |
| Sip Hip Hooray, LLC           | \$3,188.68            | Signage     | \$1,594.34        | 5/10/2021            |                    |                      | \$202,334.57        |
| 1 Top Tool - Hilltop          | \$23,317.05           | Property    | \$10,000.00       | 6/7/2021             |                    |                      | \$192,334.57        |

\$655,708.07

\$157,905.43

## Business Improvement Grant Program

| <b>Fiscal 2019-2020</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> |
|--------------------------------|-----------------------|-------------|-------------------|----------------------|--------------------|----------------------|---------------------|
| Nickson Lot 13                 | \$5,180.00            | Property    | \$2,554.00        | 10/22/2019           | 8/14/2020          | \$2,554.00           | \$347,446.00        |
| Ernest Grandenetti             | \$7,500.00            | Property    | \$3,750.00        | 10/29/2019           | 1/30/2020          | \$2,327.38           | \$343,696.00        |
| Aqua Suds                      | \$2,435.26            | Signage     | \$1,217.63        | 11/4/2019            | 10/27/2020         | \$688.36             | \$342,478.37        |
| Aqua Suds                      | \$2,717.08            | Façade      | \$1,358.54        | 11/4/2019            | 10/27/2020         | \$1,358.54           | \$341,119.83        |
| BK 2920, Ltd.                  | \$160,116.50          | MEGA        | \$50,000.00       | 12/13/2019           | 8/14/2020          | \$50,000.00          | \$291,119.83        |
| Khurram Hafiz                  | \$200.00              | Signage     | \$100.00          | 1/6/2020             | 1/30/2020          | \$100.00             | \$291,019.83        |
| Khurram Hafiz                  | \$1,900.00            | Façade      | \$950.00          | 1/6/2019             | 1/30/2020          | \$950.00             | \$290,069.83        |
| Nickson 21235                  | \$152,500.00          | Property    | \$10,000.00       | 1/7/2020             | 12/14/2020         | \$10,000.00          | \$280,069.83        |
| Nickson 21235                  | \$38,055.09           | Landscaping | \$10,000.00       | 1/7/2020             | 12/14/2020         | \$10,000.00          | \$270,069.83        |
| Bexar BBQ                      | \$4,050.00            | Landscaping | \$2,025.00        | 1/14/2020            | 2/10/2020          | \$2,025.00           | \$268,044.83        |
| Bexar BBQ                      | \$7,925.00            | Property    | \$3,962.50        | 1/22/2020            | 3/10/2020          | \$3,962.50           | \$264,082.33        |
| American National Carbide      | \$12,245.00           | Property    | \$6,122.50        | 1/27/2020            | 5/4/2020           | \$6,122.50           | \$257,959.83        |
| Bexar BBQ                      | \$16,056.86           | Façade      | \$8,028.44        | 2/10/2020            | 4/21/2020          | \$8,028.44           | \$249,931.39        |
| Bexar BBQ                      | \$14,218.64           | Signage     | \$1,000.00        | 2/10/2020            | 4/21/2020          | \$1,000.00           | \$248,931.39        |
| Tomball Tires & Auto           | \$5,791.50            | Signage     | \$2,500.00        | 2/17/2020            | 5/4/2020           | \$2,500.00           | \$246,431.39        |
| Ernest Grandinetti (Mercy Hous | \$2,550.00            | Landscape   | \$1,275.00        | 2/26/2020            | EXPIRED            |                      | \$245,156.39        |
| Ernest Grandinetti (Mercy Hous | \$10,349.35           | Façade      | \$5,174.68        | 2/26/2020            | EXPIRED            |                      | \$239,981.71        |
| Rooftop Innovations            | \$16,800.00           | Façade      | \$8,400.00        | 3/9/2020             | EXPIRED            |                      | \$231,581.71        |
| Rooftop Innovations            | \$3,604.73            | Signage     | \$1,802.37        | 3/9/2020             | EXPIRED            |                      | \$229,779.34        |
| Khurram Hafiz                  | \$9,000.00            | Property    | \$4,500.00        | 3/9/2020             | 4/7/2020           | \$4,500.00           | \$225,279.34        |
| Bexar BBQ                      | \$3,611.42            | Façade      | \$1,805.71        | 3/9/2020             | IN ELIGIBLE        | \$0.00               | \$223,473.63        |
| Bexar BBQ                      | \$11,907.50           | Property    | \$5,953.75        | 3/9/2020             | 5/4/2020           | \$5,953.75           | \$217,519.88        |
| Bexar BBQ                      | \$4,185.54            | Landscaping | \$2,092.77        | 3/9/2020             | 5/4/2020           | \$2,065.96           | \$215,427.11        |
| Copan Trade LTD                | \$10,400.00           | Property    | \$5,200.00        | 4/29/2020            | 1/13/2021          | \$2,675.00           | \$210,227.11        |
| Copan Trade LTD                | \$1,422.00            | Signage     | \$711.00          | 4/29/2020            | 1/13/2021          | \$349.92             | \$209,516.11        |
| Ella's Garden                  | \$20,000.00           | Property    | \$10,000.00       | 5/18/2020            | 8/14/2020          | \$955.00             | \$199,516.11        |
| Gatewood - 70/70 Offices       | \$37,002.93           | Landscaping | \$10,000.00       | 5/18/2020            | 8/14/2020          | \$10,000.00          | \$189,516.11        |
| Copan Coffee Roasters          | \$3,456.00            | Façade      | \$1,728.00        | 5/18/2020            | 1/13/2021          | \$1,726.73           | \$187,788.11        |
| Copan Coffee Roasters          | \$12,539.80           | Property    | \$6,269.90        | 5/18/2020            | 1/13/2021          | \$3,079.10           | \$181,518.21        |
| Copan Coffee Roasters          | \$825.68              | Signage     | \$412.84          | 5/18/2020            | 1/13/2021          | \$349.92             | \$181,105.37        |
| Tomball Tool Rental            | \$29,750.00           | Property    | \$10,000.00       | 6/17/2020            | 8/28/2020          | \$10,000.00          | \$171,105.37        |
| True Expressions Photography   | \$12,500.00           | Façade      | \$6,250.00        | 6/30/2020            | 9/22/2020          | \$6,250.00           | \$164,855.37        |
| True Expressions Photography   | \$8,500.00            | Property    | \$4,250.00        | 6/30/2020            | 9/22/2020          | \$4,250.00           | \$160,605.37        |
| Ella's Garden                  | \$10,600.00           | Property    | \$5,300.00        | 7/31/2020            | 9/22/2020          | \$5,300.00           | \$155,305.37        |

|                                 |                    |             |             |           |            |             |              |
|---------------------------------|--------------------|-------------|-------------|-----------|------------|-------------|--------------|
| TCG Capital, LLC                | \$334,000.00       | Property    | \$10,000.00 | 8/28/2020 |            |             | \$145,305.37 |
| TCG Capital, LLC                | \$35,000.00        | Landscaping | \$10,000.00 | 8/28/2020 |            |             | \$135,305.37 |
| TCG Capital, LLC                | \$10,000.00        | Signage     | \$1,000.00  | 8/28/2020 |            |             | \$134,305.37 |
| CCJ Collaborations              | \$267,622.00       | Property    | \$10,000.00 | 8/28/2020 |            |             | \$124,305.37 |
| CCJ Collaborations              | \$26,819.00        | Landscaping | \$10,000.00 | 8/28/2020 |            |             | \$114,305.37 |
| CCJ Collaborations              | \$8,480.00         | Signage     | \$1,000.00  | 8/28/2020 |            |             | \$113,305.37 |
| HTeaO                           | \$20,650.00        | Façade      | \$10,000.00 | 9/2/2020  | 2/10/2021  | \$10,000.00 | \$103,305.37 |
| HTeaO                           | \$33,303.00        | Property    | \$10,000.00 | 9/2/2020  | 2/10/2021  | \$10,000.00 | \$93,305.37  |
| HTeaO                           | \$49,524.38        | Signage     | \$1,000.00  | 9/2/2020  | 2/10/2021  | \$1,000.00  | \$92,305.37  |
| GREVIS Properties               | \$5,750.00         | Property    | \$2,875.00  | 9/15/2020 | 10/15/2020 | \$2,850.00  | \$89,430.37  |
| Common Grounds - 409            | \$20,000.00        | Property    | \$10,000.00 | 9/30/2020 |            |             | \$79,430.37  |
| Common Grounds - 409            | \$20,000.00        | Landscape   | \$10,000.00 | 9/30/2020 |            |             | \$69,430.37  |
| Common Grounds - 401.5          | \$22,000.00        | Property    | \$10,000.00 | 9/30/2020 |            |             | \$59,430.37  |
| Common Grounds - 401.5          | <b>\$20,000.00</b> | Landscape   | \$10,000.00 | 9/30/2020 |            |             | \$49,430.37  |
| Lorraine Featherston - Gelato M | \$8,500.00         | Façade      | \$4,250.00  | 9/30/2020 | 6/4/2021   | \$2,520.33  | \$45,180.37  |
| GREVIS Properties               | \$9,500.00         | Property    | \$4,750.00  | 9/23/2020 | 11/13/2020 | \$4,600.00  | \$40,430.37  |

\$190,042.43

**\$1,531,044.26**

**\$309,569.63**

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Election of Officers: President, Vice President, Secretary, Treasurer

**Background:**

The TEDC By-laws require the Corporation officers to elect a President, Vice President, Secretary, and Treasurer annually. The current officers are:

- President – Gretchen Fagan
- Vice President – Steven Vaughan
- Secretary – Bill Sumner
- Treasurer – Richard Bruce

**Origination:** TEDC By-laws

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

**President**

The president shall be the chief executive officer of the Corporation. The president shall supervise and control all of the business and affairs of the Corporation. The president shall preside at all meetings of Board of Directors. When the execution of any contract or installment shall have been authorized by the Board, then the president shall execute same except where such power is expressly delegated to another officer of the Corporation. The president shall perform other duties prescribed by the Board and all duties incident to the office of president.

**Vice President**

When the president is absent, is unable to act, or refuses to act, the vice president shall perform the duties of the president. When acting in place of the president, the vice president shall have all the powers and duties as the president and be subject to all of the limitations and restrictions placed upon the president.

**Secretary**

The secretary shall oversee that the Corporation staff perform the following duties:

- (a) Give all notices as provided in the bylaws or as required by law.
- (b) Take minutes of the meetings of the Board of Directors and keep the minutes as part of the corporate records.
- (c) Maintain custody of the corporate records, authenticate corporate documents and affix the seal of the Corporation as required.
- (d) Keep a register for the mailing address of each Director and officer of the Corporation.
- (e) Perform duties as assigned by the president of the Board of Directors
- (f) Perform all duties incident to the office of secretary

**Treasurer**

The treasurer shall oversee that the Corporation staff perform the following duties:

- (a) have charge and custody of and be responsible for all funds and securities of the Corporation.
- (b) Receive and give receipts for moneys due and payable to the Corporation from any source.
- (c) Deposit all moneys in the name of the Corporation in banks, trust companies, or other depositories as provided by these Bylaws.
- (d) Write checks and disburse funds to discharge obligations of the Corporation.
- (e) Maintain the financial books and records of the Corporation.
- (f) Prepare financial reports at least annually.
- (g) Perform other duties as assigned by the Board of Directors.
- (h) Perform all duties incident to the office of treasurer.

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Consideration and possible action by Tomball EDC to approve a request by Shri Vinayak LLC for a one-year extension of time in order to complete the construction of a Days Inn & Suites Hotel to be located at 15525 FM 2920 Road, Tomball, Texas.

**Background:**

At its November 13, 2018, Regular Board Meeting, the TEDC Board of Directors approved an agreement with Shri Vinayak LLC to expend funds, as a Project of the Corporation, for construction of a Days Inn & Suites Hotel to be located at 15525 FM 2920 Road, Tomball, Texas. The approved grant amount was not to exceed \$149,750.00 based upon 25% of the actual expenditures for the eligible infrastructure improvements.

The effective date of the original agreement was January 23, 2019, which was sixty (60) days after the first published notice of the Project. A one-year time extension was approved by the TEDC Board of Directors at its August 11, 2020, Regular Board Meeting. At that time Minesh Bhakta, President of Shri Vinayak LLC indicated that the Project had been delayed due to site survey issues and a delay in receiving materials due to COVID-19.

Mr. Bhakta has submitted a request for an additional one-year time extension in order to complete the construction of the Days Inn & Suites Hotel. In the attached request letter Mr. Bhakta indicated that the construction of the project has been delayed multiple times due to COVID-19 as well as by Winter Storm Uri. The project is 85% complete with an opening date anticipated for November 2021.

**Origination:** Minesh Bhakta, President, Shri Vinayak LLC

**Recommendation:** Staff recommends approval of the one-year time extension request.

**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

Minesh Bhakta  
1421 N Broadway St  
Wichita, KS 67214  
316-377-6075

Date: 06/25/2021

Tomball Economic Development Corporation  
Assistant Director  
Tiffani Wooten  
29201 Quinn Rd  
Tomball, TX 77377

Dear Tomball Economic Development Corporation :

I Applied for grant on my Ongoing Project Days Inn & Suites 15525 FM 2920 RD, Tomball, TX 77377, on 2019 and Board approved my grant, but in loan Loan process and some site survey matter my project delayed, and as soon we ready for ground break in March and then COVID -19 Happened but we continue our work in April 2020.

With many ups and down with Material shortage and Cold Wave in February along with working crew got Covid infected and manpower shortage we complete our project almost 85 % today's date and remain project will be done no later than 4 months, for that reason I would like request to TEDC Board for and extensions for my grant till November -2021.

Please accept my sincere thanks for time and consideration of my request with

Sincerely,



Minesh Bhakta

**AGREEMENT**

THE STATE OF TEXAS           §  
  §       KNOW ALL MEN BY THESE PRESENTS:  
COUNTY OF HARRIS           §

This Agreement (the "Agreement") is made and entered into by and between the **Tomball Economic Development Corporation**, an industrial development corporation created pursuant to the Development Corporation Act, now Chapter 501 et seq. of the Texas Local Government Code, located in Harris County, Texas (the "TEDC"), and **Shri Vinayak LLC** (the "Company"), 1421 N Broadway Street, Wichita, Kansas 67214.

**WITNESSETH:**

**WHEREAS**, it is the established policy of the TEDC to adopt such reasonable measures from time-to-time as are permitted by law to endeavor to attract industry, create and retain primary jobs, expand the growth of the City of Tomball (the "City"), and thereby enhance the economic stability and growth of the City; and

**WHEREAS**, the Company proposes to develop a 2.1879-acre tract of land within the City, located at 15525 FM 2920 Rd, Tomball, TX 77377 (the "Property"), and more particularly described in Exhibit "A," attached hereto and made a part hereof; and

**WHEREAS**, such development shall be an internationally known franchise hotel, required and suitable for use for tourist purposes and events; and

**WHEREAS**, the TEDC agrees to provide to the Company funding in an amount not to exceed One Hundred Forty-Nine Thousand Seven Hundred and Fifty Dollars (\$149,750), as assistance in the construction of approved infrastructure and site preparation necessary to promote and develop a new business enterprise on the Property; and

**WHEREAS**, the approved infrastructure, which is found by the Board of Directors of TEDC to be required or suitable to develop the Property, is water, sewer, gas, drainage, and site preparation (the "Improvements"), identified and described in Exhibit "B," attached hereto and made a part hereof; and

**WHEREAS**, the Company has agreed, in exchange and as consideration for the funding, to satisfy and comply with certain terms and conditions;

**NOW, THEREFORE**, in consideration of the premises and the mutual benefits and obligations set forth herein, including the recitals set forth above, the TEDC and the Company agree as follows:

1.

The Company covenants and agrees that it will construct and maintain on the Property a two-story, Forty-Five (45) room Days Inn & Suite hotel (the "Hotel"). In conjunction with development of the Property, the Company further agrees to construct the Improvements contemplated by this Agreement, in accordance with the requirements of the ordinances of the City and the plans and specifications approved by the City. The Company further represents and agrees that it will certify the final estimated costs of the construction of such Improvements to the TEDC prior to construction.

2.

Development of the Property, including construction of the Improvements, and the obtaining of all necessary occupancy permits from the City must occur within eighteen (18) months from the Effective Date of this Agreement. Extensions of these deadlines, due to extenuating circumstances or uncontrollable delay, may be granted at the sole discretion of the Board of Directors of the TEDC.

3.

The Company further represents and agrees that the development described in Paragraph 1 hereof will be operated and maintained for a term of at least five (5) years.

4.

The Company further covenants and agrees that it does not and will not knowingly employ an undocumented worker. An "undocumented worker" shall mean an individual who, at the time of employment, is not (a) lawfully admitted for permanent residence to the United States; or (b) authorized by law to be employed in that manner in the United States.

5.

In consideration of the Company's representations, promises, and covenants, TEDC agrees to reimburse the Company for the actual cost of the Improvements in an amount not to exceed One Hundred Forty-Nine Thousand Seven Hundred and Fifty Dollars (\$149,750) or an amount equal to Twenty-Five Percent (25%) of actual Improvement costs if Improvement costs are less than the sum stated above. The TEDC agrees to reimburse the Company for such amount within thirty (30) days of receipt of a letter from the Company requesting such payment and including: (a) certification of the actual cost of constructing the Improvements; (b) a copy of the City's occupancy permit for the Hotel constructed on the Property; (c) verification that the Infrastructure Improvements have been constructed in accordance with the approved plans and specifications; (d) an affidavit stating that all contractors and subcontractors providing work and/or materials in the construction of the Infrastructure Improvements have been paid and any and all liens and claims regarding such work have been released; and, (e) Proof of payment to all contractors and subcontractors providing work and/or materials in the construction of the

Infrastructure Improvements, proof of payment must include copies of canceled checks and/or credit card receipts and copies of paid invoices from all contractors and subcontractors.

6.

It is understood and agreed by the parties that, in the event of a default by the Company on any of its obligations under this Agreement, the Company shall reimburse the TEDC the full amount paid to the Company by the TEDC, with interest at the rate equal to the 90-day Treasury Bill plus one-half percent ( $\frac{1}{2}\%$ ) per annum, within thirty (30) days after the TEDC notifies the Company of the default. It is further understood and agreed by the parties that if the Company, or any owner or lessee of the Improvements, is convicted of a violation under 8 U.S.C. Section 1324a(f), the Company will reimburse the TEDC the full amount paid to the Company, with interest at the rate equal to the 90-day Treasury Bill plus one-half percent ( $\frac{1}{2}\%$ ) per annum, within thirty (30) days after the TEDC notifies the Company of the violation.

The Company shall also reimburse the TEDC for any and all reasonable attorney's fees and costs incurred by the TEDC as a result of any action required to obtain reimbursement of such funds. Such reimbursement shall be due and payable thirty (30) days after the Company receives written notice of default. It is understood and agreed by the parties that, in the event of a default by the TEDC on any of its obligations under this Agreement, the Company's sole and exclusive remedy shall be limited to either a) the termination of this Agreement or b) a suit for specific performance.

7.

**Personal Liability of Public Officials:** To the extent permitted by law, no director, officer, employee or agent of the TEDC, and no officer, employee or agent of the City of

Tomball, shall be personally responsible for any liability arising under or growing out of this Agreement.

8.

This Agreement shall inure to the benefit of and be binding upon the TEDC and the Company, and upon the Company's successors and assigns, affiliates, and subsidiaries, and shall remain in force whether the Company sells, assigns, or in any other manner disposes of, either voluntarily or by operation of law, all or any part of the Property and the agreements herein contained shall be held to be covenants running with the Property for so long as this Agreement, or any extension thereof, remains in effect.

9.

Any notice provided or permitted to be given under this Agreement must be in writing and may be served by (i) depositing the same in the United States mail, addressed to the party to be notified, postage prepaid, registered or certified mail, return receipt requested; or (ii) by delivering the same in person to such party; or (iii) by overnight or messenger delivery service that retains regular records of delivery and receipt; or (iv) by facsimile; provided a copy of such notice is sent within one (1) day thereafter by another method provided above. The initial addresses of the parties for the purpose of notice under this Agreement shall be as follows:

If to City: Tomball Economic Development Corporation  
401 W. Market Street  
Tomball, Texas 77375  
Attn: President, Board of Directors

If to Company: Shri Vinayak LLC  
1421 N Broadway Street  
Wichita, Kansas 67214  
Attn: Minesh Bhakta, President

10.

This Agreement shall be performable and enforceable in Harris County, Texas, and shall be construed in accordance with the laws of the State of Texas.

11.

Except as otherwise provided in this Agreement, this Agreement shall be subject to change, amendment or modification only in writing, and by the signatures and mutual consent of the parties hereto.

12.

The failure of any party to insist in any one or more instances on the performance of any of the terms, covenants or conditions of this Agreement, or to exercise any of its rights, shall not be construed as a waiver or relinquishment of such term, covenant, or condition, or right with respect to further performance.

13.

This Agreement shall bind and benefit the respective Parties and their legal successors and shall not be assignable, in whole or in part, by any party without first obtaining written consent of the other party.

14.

In the event any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporation, or circumstance, shall be held by any court of competent jurisdiction to be invalid or unconstitutional for any reason, then the application, invalidity or unconstitutionality of such words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be

**EXHIBIT A**

**Legal Description of Property**

Property address: 15525 F.M. 2920 Tomball, TX 77375

2.1879 ACRE TRACT OF LAND, SITUATED IN THE CHAUNCEY GOODRICH SURVEY ABSTRACT NO. 311 BEING ALL OF LOT 1, BLOK 1 OF THE FINAL PLAT OF DIXIE PROPERTIES AS RECORDED IN FILM CODE NO. 606208 H.C.M.R. IN HARRIS COUNTY, TEXAS.

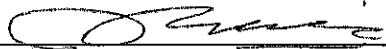
**EXHIBIT B****The Improvements**

|                             |                     |
|-----------------------------|---------------------|
| Sanitary Sewer              | \$160,000.00        |
| Storm Drainage              | \$65,000.00         |
| Water                       | \$140,000.00        |
| Gas                         | \$35,000            |
| Site Preparation            | \$117,000.00        |
| Telecommunications/Internet | \$22,000.00         |
| Electric                    | \$60,000.00         |
| <b>Total</b>                | <b>\$599,000.00</b> |

deemed to be independent of and severable from the remainder of this Agreement, and the validity of the remaining parts of this Agreement shall not be affected thereby.

IN TESTIMONY OF WHICH, THIS AGREEMENT has been executed by the parties on this 6 day of January 2019 (the "Effective Date").

**Shri Vinayak LLC**

By: 

Name: Minesh Bhakta

Title: President

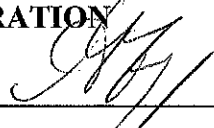
ATTEST:

By: 

Name: Tiffani Wooten

Title: Assistant Director


**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**

By: 

Name: Gretchen Fagan

Title: President, Board of Directors

ATTEST:

By: 

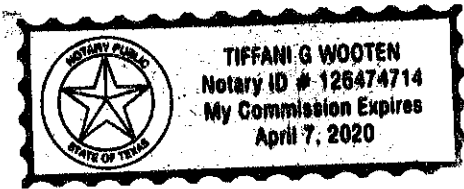
Name: William E. Sumner

Title: Secretary, Board of Directors

ACKNOWLEDGMENT

THE STATE OF TEXAS §  
§  
COUNTY OF HARRIS §

This instrument was acknowledged before me on the 23 day of January 2019, by Minesh Bhakta, President of Shri Vinayak, on behalf of said Company.



(SEAL)

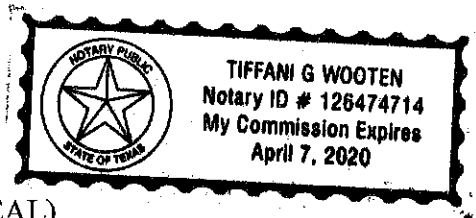
Tiffany Wooten  
Notary Public in and for the State of Texas

My Commission Expires: April 7, 2020

ACKNOWLEDGMENT

THE STATE OF TEXAS §  
§  
COUNTY OF HARRIS §

This instrument was acknowledged before me on the 13 day of November 2018, by Gretchen Fagan, President of the Board of Directors of the Tomball Economic Development Corporation, for and on behalf of said Corporation.



(SEAL)

Tiffany Wooten  
Notary Public in and for the State of Texas

My Commission Expires: April 7, 2020

# Regular Tomball EDC

## Agenda Item

### Data Sheet

Meeting Date: July 13, 2021

#### Topic:

Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Jonah's Movers, LLC to make direct incentives to, or expenditures for, assistance with infrastructure costs required or suitable for the promotion of new or expanded business enterprise related to the construction of a 23,000 square foot office/warehouse facility to be located at 0 Theis Lane, Tomball, Texas. The estimated amount of expenditures for such Project is \$26,925.00.

- Public Hearing

#### Background:

The Tomball Economic Development Corporation received a request from Jonathan (Jonah) Hoffmaister, President of Jonah's Movers, LLC, for assistance with infrastructure costs related to the development of a proposed operations depot, office and storage facility.

Mr. Hoffmaister began Jonah's Movers in 2014 as a sole proprietorship and became an LLC in 2018. He has been committed to steady growth (without debt) and has reinvested profits in his company to grow from 4 employees and 1 owned truck in 2015 to a company with 26 full time employees and 7 trucks. The company currently operates out of multiple lease spaces off Boudreaux Road, outside the city limits.

Jonah's Movers proposes to develop approximately 3.287 acres located on Theis Lane near the intersection of Commercial Park Road. The development will include the construction of two buildings totaling approximately 23,000 square-feet. The estimated capital investment for the project is over \$2,200,000.00.

The eligible infrastructure improvements include water, sanitary, storm sewer, electric utilities, and related site improvements totaling approximately \$179,500.00.

Targeted infrastructure that will promote the development and expansion of business enterprise is a permissible project as outlined in Texas Economic Development Legislation. If this project is approved, it will go to Tomball City Council for final approval by resolution at two separate readings.

An economic impact analysis is included with the agreement to show the impact of this project on Tomball's economy. Per the analysis, the 5-year net benefit of this project on Tomball's economy is \$74,784.00.

If the agreement between the TEDC and Jonah's Movers, LLC is approved as a Project of the Corporation, the grant funding amount will not exceed \$26,925.00, based on 15% of the actual expenditures for the eligible infrastructure improvements.

**Origination:** Jonathan Hoffmaister, President, Jonah's Movers, LLC

**Recommendation: Staff recommends approval of the proposed Performance Agreement with Jonah’s Movers, LLC**

**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: # Project Grants

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

Signed \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date



11714 Boudreaux Rd  
Suite 216  
Tomball, TX 77375  
(832) 728-6675

June 29, 2021

Dear TEDC Board of Directors:

As Owner of Jonah's Movers, LLC, I would like to thank you for the opportunity to request grant funding from TEDC for the development of our Operations Depot, Office, and Storage facility in Tomball. We are thrilled to have the possibility of establishing our company in Tomball and serve the community with moving and storage services.

The project will provide two buildings for Jonah's Movers containing about 23,000 total square feet. One building will include operational space for our current 25+ employees and include space for office and operational expansion as we continue to grow. A portion of the first building and the entire second building will provide storage space for the public as well as for clients that choose Jonah's Movers for their residential move.

We are requesting grant funding for approved infrastructure improvements. Our current budget is as follows:

|                                     |                  |
|-------------------------------------|------------------|
| Land                                | 600,000          |
| Clearing & Site Work                | 131,000          |
| Storm Sewer                         | 25,000           |
| Design                              | 74,600           |
| Soils Boring & Topographical Survey | 7,000            |
| Construction Cost                   | 1,432,378        |
| <b>Total Project Cost</b>           | <b>2,269,978</b> |

If there are any questions regarding the project, please feel free to contact me directly at 832-728-6675. We look forward to relocating to our company operations to Tomball and appreciate your consideration of this grant request to assist us in achieving that goal.

Sincerely,

Jonathan Hoffmaister  
President  
Jonah's Movers, LLC

**PROJECT INFO**

|                         |  |
|-------------------------|--|
| <b>NAICS</b>            | 484210 Used Household and Office Goods Moving    |
| <b>SPACE</b>            | 23,800 SF Office and Warehouse                   |
| <b>FACILITY</b>         | Land purchase and construction of a new building |
| <b>BREAK GROUND</b>     | Summer 2021                                      |
| <b>BEGIN OPERATIONS</b> | February 2022                                    |



**ADDRESS**  
0 Thisis Ln, Tomball, TX 77375, USA

**COMPANY INFO**

|                           |  |
|---------------------------|--|
| <b>Company Name</b>       | Jonah's Movers, LLC                            |
| <b>Year Established</b>   | 2014 as Individual Proprietorship, 2018 as LLC |
| <b>State of Formation</b> | Texas  |
| <b>Business Structure</b> | LLC  |
| <b>Ownership</b>          | Private  |

**EMPLOYMENT**

**46**

New Jobs  
Phased in Over 3 Years

**CAPITAL INVESTMENT**

**\$1.7M**

\$1.6M Buildings & Improvements  
\$50,000 Furniture, Fixtures, & Equipment

**PAYROLL**

**\$45,000**

Avg Annual Salary

**\$2.2M\***

Annual Payroll

\*At Full Ops in Year 3

Scenario 1 with Client Data

Project Type: Recruitment  
 Prepared By: Tomball EDC

**Purpose & Limitations**

This report presents the results of an economic and fiscal analysis undertaken by Tomball EDC using Impact DashBoard, a customized web application developed by Impact DataSource, LLC. Impact DashBoard utilizes estimates, assumptions, and other information developed by Impact DataSource from its independent research effort detailed in a custom user guide prepared for Tomball EDC. This report, generated by the Impact DashBoard application, has been prepared by Tomball EDC to assist economic development stakeholders in making an evaluation of the economic and fiscal impact of business activity in the community. This report does not purport to contain all of the information that may be needed to conclude such an evaluation. This report is based on a variety of assumptions and contains forward-looking statements concerning the results of operations of the subject firm. Tomball EDC made reasonable efforts to ensure that the project-specific data entered into Impact DashBoard reflects realistic estimates of future activity. Estimates of future activity involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in this report. Tomball EDC and Impact DataSource make no representation or warranty as to the accuracy or completeness of the information contained herein, and expressly disclaim any and all liability based on or relating to any information contained in, or errors or omissions from, this information or based on or relating to the use of this information.

**Introduction**

This report presents the results of an economic impact analysis performed using Impact DashBoard, a model developed by Impact DataSource. The report estimates the impact that a potential project will have on the local economy and estimates the costs and benefits for local taxing districts over a 10-year period.

**Economic Impact Overview**

The table below summarizes the economic impact of the project over the first 10 years in terms of job creation, salaries paid to workers, and taxable sales.

| SUMMARY OF ECONOMIC IMPACT OVER 10 YEARS IN CITY OF TOMBALL |              |              |                     |
|---|--------------|--------------|---------------------|
| IMPACT  | DIRECT       | SPIN-OFF     | TOTAL               |
| Jobs  | 46.0         | 27.9         | <b>73.9</b>         |
| Annual Salaries/Wages at Full Ops (Yr 3)                    | \$2,238,912  | \$1,300,549  | <b>\$3,539,461</b>  |
| Salaries/Wages over 10 Years                                | \$23,484,642 | \$13,641,864 | <b>\$37,126,506</b> |
| Taxable Sales/Purchases in City of Tomball                  | \$1,470,778  | \$170,523    | <b>\$1,641,301</b>  |

Totals may not sum due to rounding

The Project may result in new residents moving to the community and potentially new residential properties being constructed as summarized below.

| SUMMARY OF POPULATION IMPACT OVER 10 YEARS IN CITY OF TOMBALL |        |          |            |
|---|--------|----------|------------|
| IMPACT  | DIRECT | SPIN-OFF | TOTAL      |
| Workers who will move to City of Tomball                      | 1.3    | 0.8      | <b>2.1</b> |
| New residents in City of Tomball                              | 3.3    | 2.0      | <b>5.4</b> |
| New residential properties constructed in City of Tomball     | 0.2    | 0.1      | <b>0.3</b> |
| New students to attend local school district                  | 0.6    | 0.4      | <b>1.0</b> |

Totals may not sum due to rounding

The new taxable property to be supported by the Project over the next 10 years is summarized in the following table.

| SUMMARY OF TAXABLE PROPERTY OVER THE FIRST 10 YEARS IN CITY OF TOMBALL |                          |           |              |          |             |                          |                    |
|--|--------------------------|-----------|--------------|----------|-------------|--------------------------|--------------------|
| YR.  | NEW RESIDENTIAL PROPERTY | LAND      | BUILDINGS... | FF&E     | INVENTORIES | NON-RESIDENTIAL PROPERTY | TOTAL PROPERTY     |
| 1  | \$37,154                 | \$600,000 | \$1,600,000  | \$50,000 | \$0         | \$2,250,000              | <b>\$2,287,154</b> |
| 2  | \$52,473                 | \$612,000 | \$1,632,000  | \$45,000 | \$0         | \$2,289,000              | <b>\$2,341,473</b> |
| 3  | \$68,390                 | \$624,240 | \$1,664,640  | \$40,000 | \$0         | \$2,328,880              | <b>\$2,397,270</b> |
| 4  | \$69,758                 | \$636,725 | \$1,697,933  | \$35,000 | \$0         | \$2,369,658              | <b>\$2,439,415</b> |
| 5  | \$71,153                 | \$649,459 | \$1,731,891  | \$30,000 | \$0         | \$2,411,351              | <b>\$2,482,503</b> |
| 6  | \$72,576                 | \$662,448 | \$1,766,529  | \$25,000 | \$0         | \$2,453,978              | <b>\$2,526,554</b> |
| 7  | \$74,027                 | \$675,697 | \$1,801,860  | \$20,000 | \$0         | \$2,497,557              | <b>\$2,571,585</b> |
| 8  | \$75,508                 | \$689,211 | \$1,837,897  | \$15,000 | \$0         | \$2,542,108              | <b>\$2,617,616</b> |
| 9  | \$77,018                 | \$702,996 | \$1,874,655  | \$10,000 | \$0         | \$2,587,651              | <b>\$2,664,669</b> |
| 10   | \$78,558                 | \$717,056 | \$1,912,148  | \$10,000 | \$0         | \$2,639,204              | <b>\$2,717,762</b> |

## Fiscal Impact Overview

The Project will generate additional benefits and costs, a summary of which is provided below. The source of specific benefits and costs are provided in greater detail for each taxing district on subsequent pages.

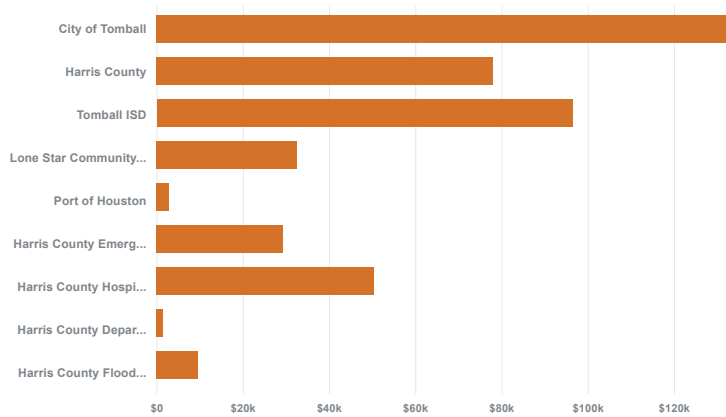
Item 9.

### FISCAL NET BENEFITS OVER THE NEXT 10 YEARS

|   | BENEFITS           | COSTS              | NET BENEFITS     | PRESENT VALUE*   |
|---|--------------------|--------------------|------------------|------------------|
| City of Tomball                             | \$540,295          | (\$405,677)        | \$134,618        | \$107,078        |
| Harris County                               | \$168,748          | (\$90,673)         | \$78,074         | \$60,062         |
| Tomball ISD                                 | \$376,012          | (\$279,555)        | \$96,457         | \$73,826         |
| Lone Star Community College                 | \$32,623           | \$0                | \$32,623         | \$24,939         |
| Port of Houston                             | \$2,999            | \$0                | \$2,999          | \$2,293          |
| Harris County Emergency Services District 8 | \$29,354           | \$0                | \$29,354         | \$22,441         |
| Harris County Hospital District             | \$50,450           | \$0                | \$50,450         | \$38,568         |
| Harris County Department of Education       | \$1,511            | \$0                | \$1,511          | \$1,155          |
| Harris County Flood Control                 | \$9,508            | \$0                | \$9,508          | \$7,269          |
| <b>Total</b>                                | <b>\$1,211,500</b> | <b>(\$775,905)</b> | <b>\$435,595</b> | <b>\$337,630</b> |

\*The Present Value of Net Benefits expresses the future stream of net benefits received over several years as a single value in today's dollars. Today's dollar and a dollar to be received at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. This analysis uses a discount rate of 5.0% to make the dollars comparable.

### Net Benefits Over the Next 10 Years



## Public Support Overview

A summary of the total Public Support modeled in this analysis is shown below.

### VALUE OF PUBLIC SUPPORT UNDER CONSIDERATION

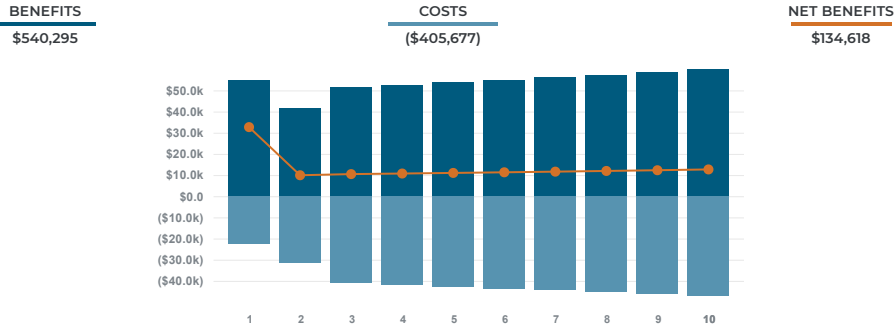
|   | NON-TAX INCENTIVE | TOTAL           |
|---|-------------------|-----------------|
| City of Tomball                             | \$26,925          | \$26,925        |
| Harris County                               | \$0               | \$0             |
| Tomball ISD                                 | \$0               | \$0             |
| Lone Star Community College                 | \$0               | \$0             |
| Port of Houston                             | \$0               | \$0             |
| Harris County Emergency Services District 8 | \$0               | \$0             |
| Harris County Hospital District             | \$0               | \$0             |
| Harris County Department of Education       | \$0               | \$0             |
| Harris County Flood Control                 | \$0               | \$0             |
| <b>Total</b>                                | <b>\$26,925</b>   | <b>\$26,925</b> |

The table below displays the estimated additional benefits, costs, and net benefits to be received by City of Tomball over the next 10 years of the Project.

Item 9.

| NET BENEFITS OVER 10 YEARS: CITY OF TOMBALL |                    |                   |                    |
|---|--------------------|-------------------|--------------------|
| BENEFITS                                    | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Sales Taxes                                 | \$23,544           | \$9,282           | \$32,826           |
| Real Property Taxes                         | \$81,389           | \$0               | \$81,389           |
| FF&E Property Taxes                         | \$946              | \$0               | \$946              |
| Inventory Property Taxes                    | \$0                | \$0               | \$0                |
| New Residential Property Taxes              | \$0                | \$2,286           | \$2,286            |
| Hotel Occupancy Taxes                       | \$0                | \$0               | \$0                |
| Building Permits and Fees                   | \$15,000           | \$0               | \$15,000           |
| Utility Revenue                             | \$264,679          | \$30,640          | \$295,319          |
| Utility Franchise Fees                      | \$16,572           | \$1,918           | \$18,490           |
| Miscellaneous Taxes and User Fees           | \$84,281           | \$9,759           | \$94,039           |
| <b>Benefits Subtotal</b>                    | <b>\$486,411</b>   | <b>\$53,884</b>   | <b>\$540,295</b>   |
| COSTS                                       | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Cost of Government Services                 | (\$97,538)         | (\$11,272)        | (\$108,810)        |
| Cost of Utility Services                    | (\$266,100)        | (\$30,768)        | (\$296,868)        |
| <b>Costs Subtotal</b>                       | <b>(\$363,638)</b> | <b>(\$42,039)</b> | <b>(\$405,677)</b> |
| <b>Net Benefits</b>                         | <b>\$122,773</b>   | <b>\$11,845</b>   | <b>\$134,618</b>   |

Annual Fiscal Net Benefits for City of Tomball

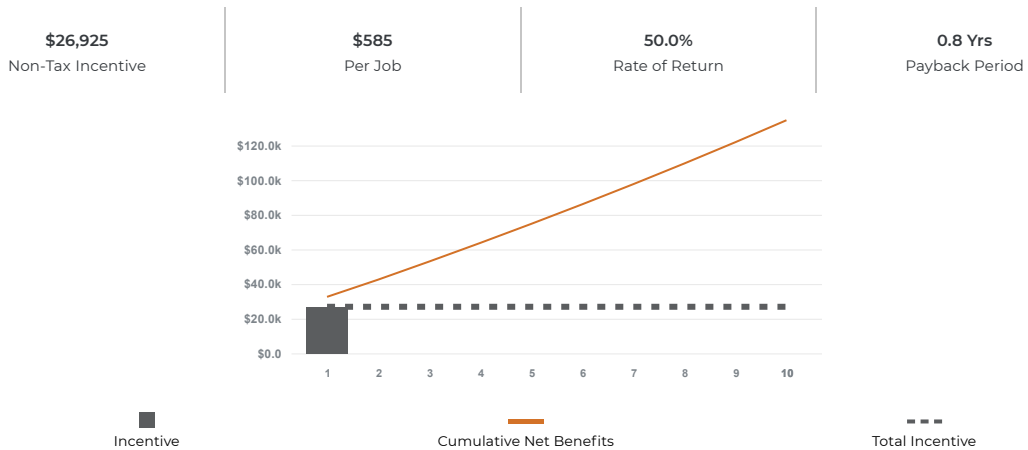


City of Tomball Public Support

Non-Tax Incentives

The graph below depicts the non-tax incentives modeled in this analysis versus the cumulative net benefits to City of Tomball. The intersection indicates the length of time until the incentives are paid back.

Non-Tax Incentive vs. Net Benefits for City of Tomball



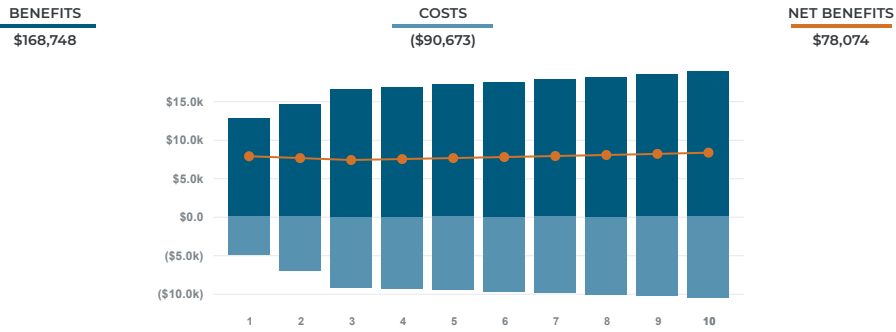
## Harris County Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County over the next 10 years of the Project.

Item 9.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY |                   |                   |                   |
|---|-------------------|-------------------|-------------------|
| BENEFITS                                  | PROJECT           | HOUSEHOLDS        | TOTAL             |
| Real Property Taxes                       | \$94,228          | \$0               | \$94,228          |
| FF&E Property Taxes                       | \$1,095           | \$0               | \$1,095           |
| Inventory Property Taxes                  | \$0               | \$0               | \$0               |
| New Residential Property Taxes            | \$0               | \$23,050          | \$23,050          |
| Hotel Occupancy Taxes                     | \$0               | \$0               | \$0               |
| Miscellaneous Taxes and User Fees         | \$21,307          | \$29,067          | \$50,374          |
| <b>Benefits Subtotal</b>                  | <b>\$116,630</b>  | <b>\$52,117</b>   | <b>\$168,748</b>  |
| COSTS                                     | PROJECT           | HOUSEHOLDS        | TOTAL             |
| Cost of Government Services               | (\$38,352)        | (\$52,321)        | (\$90,673)        |
| <b>Costs Subtotal</b>                     | <b>(\$38,352)</b> | <b>(\$52,321)</b> | <b>(\$90,673)</b> |
| <b>Net Benefits</b>                       | <b>\$78,278</b>   | <b>(\$203)</b>    | <b>\$78,074</b>   |

Annual Fiscal Net Benefits for Harris County

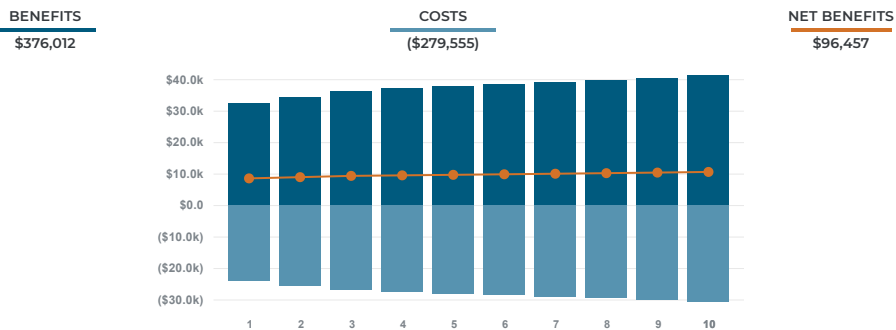


## Tomball ISD Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Tomball ISD over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: TOMBALL ISD |                    |                   |                    |
|---|--------------------|-------------------|--------------------|
| BENEFITS                                | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Real Property Taxes                     | \$310,753          | \$0               | \$310,753          |
| FF&E Property Taxes                     | \$3,612            | \$0               | \$3,612            |
| Inventory Property Taxes                | \$0                | \$0               | \$0                |
| New Residential Property Taxes          | \$0                | \$27,724          | \$27,724           |
| Addtl. State & Federal School Funding   | \$0                | \$33,923          | \$33,923           |
| <b>Benefits Subtotal</b>                | <b>\$314,365</b>   | <b>\$61,647</b>   | <b>\$376,012</b>   |
| COSTS                                   | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Cost to Educate New Students            | \$0                | (\$30,172)        | (\$30,172)         |
| Reduction in State School Funding       | (\$229,172)        | (\$20,211)        | (\$249,383)        |
| <b>Costs Subtotal</b>                   | <b>(\$229,172)</b> | <b>(\$50,383)</b> | <b>(\$279,555)</b> |
| <b>Net Benefits</b>                     | <b>\$85,193</b>    | <b>\$11,264</b>   | <b>\$96,457</b>    |

Annual Fiscal Net Benefits for Tomball ISD



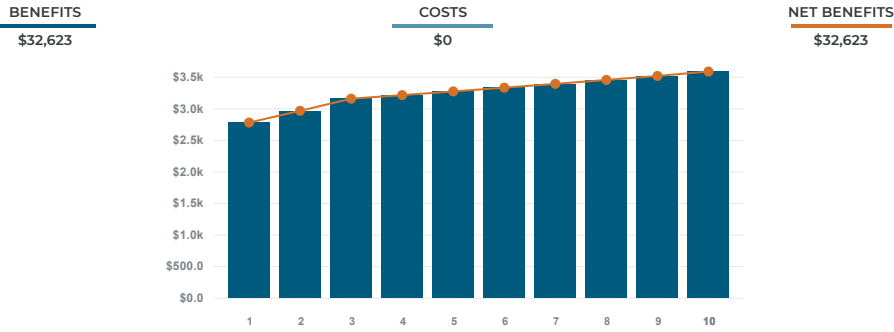
## Lone Star Community College Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Lone Star Community College over the next 10 years of the Project.

Item 9.

| NET BENEFITS OVER 10 YEARS: LONE STAR COMMUNITY COLLEGE |                 |                |                 |
|---|-----------------|----------------|-----------------|
| BENEFITS  | PROJECT         | HOUSEHOLDS     | TOTAL           |
| Real Property Taxes                                     | \$25,968        | \$0            | \$25,968        |
| FF&E Property Taxes                                     | \$302           | \$0            | \$302           |
| Inventory Property Taxes                                | \$0             | \$0            | \$0             |
| New Residential Property Taxes                          | \$0             | \$6,352        | \$6,352         |
| <b>Benefits Subtotal</b>                                | <b>\$26,270</b> | <b>\$6,352</b> | <b>\$32,623</b> |
| COSTS   | PROJECT         | HOUSEHOLDS     | TOTAL           |
| None Estimated  | \$0             | \$0            | \$0             |
| <b>Costs Subtotal</b>                                   | <b>\$0</b>      | <b>\$0</b>     | <b>\$0</b>      |
| <b>Net Benefits</b>                                     | <b>\$26,270</b> | <b>\$6,352</b> | <b>\$32,623</b> |

Annual Fiscal Net Benefits for Lone Star Community College



## Port of Houston Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Port of Houston over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: PORT OF HOUSTON |                |              |                |
|---|----------------|--------------|----------------|
| BENEFITS                                    | PROJECT        | HOUSEHOLDS   | TOTAL          |
| Real Property Taxes                         | \$2,387        | \$0          | \$2,387        |
| FF&E Property Taxes                         | \$28           | \$0          | \$28           |
| Inventory Property Taxes                    | \$0            | \$0          | \$0            |
| New Residential Property Taxes              | \$0            | \$584        | \$584          |
| <b>Benefits Subtotal</b>                    | <b>\$2,415</b> | <b>\$584</b> | <b>\$2,999</b> |
| COSTS                                       | PROJECT        | HOUSEHOLDS   | TOTAL          |
| None Estimated                              | \$0            | \$0          | \$0            |
| <b>Costs Subtotal</b>                       | <b>\$0</b>     | <b>\$0</b>   | <b>\$0</b>     |
| <b>Net Benefits</b>                         | <b>\$2,415</b> | <b>\$584</b> | <b>\$2,999</b> |

Annual Fiscal Net Benefits for Port of Houston



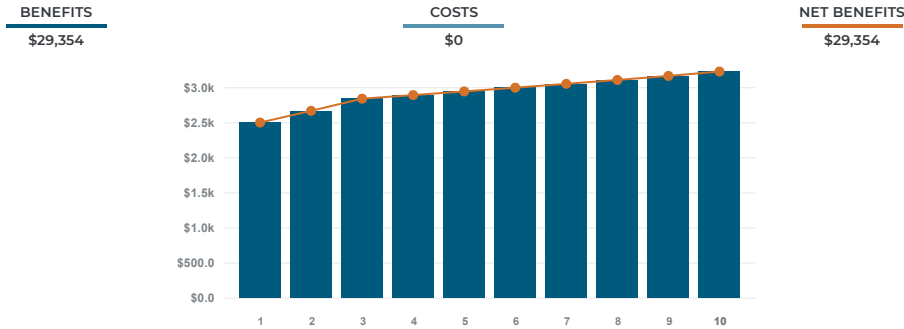
## Harris County Emergency Services District 8 Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Emergency Services District 8 over the next 10 years of the Project.

Item 9.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY EMERGENCY SERVICES DISTRICT 8 |                 |                |                 |
|---|-----------------|----------------|-----------------|
| BENEFITS  | PROJECT         | HOUSEHOLDS     | TOTAL           |
| Real Property Taxes   | \$23,367        | \$0            | \$23,367        |
| FF&E Property Taxes   | \$272           | \$0            | \$272           |
| Inventory Property Taxes  | \$0             | \$0            | \$0             |
| New Residential Property Taxes  | \$0             | \$5,716        | \$5,716         |
| <b>Benefits Subtotal</b>  | <b>\$23,638</b> | <b>\$5,716</b> | <b>\$29,354</b> |
| COSTS   | PROJECT         | HOUSEHOLDS     | TOTAL           |
| None Estimated  | \$0             | \$0            | \$0             |
| <b>Costs Subtotal</b>   | <b>\$0</b>      | <b>\$0</b>     | <b>\$0</b>      |
| <b>Net Benefits</b>   | <b>\$23,638</b> | <b>\$5,716</b> | <b>\$29,354</b> |

Annual Fiscal Net Benefits for Harris County Emergency Services District 8

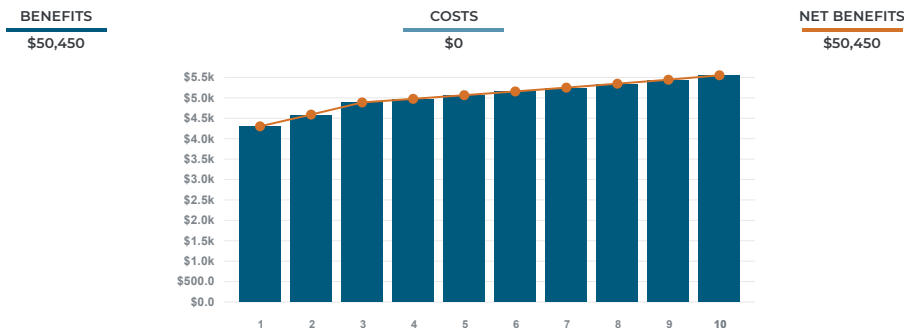


## Harris County Hospital District Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Hospital District over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY HOSPITAL DISTRICT |                 |                |                 |
|---|-----------------|----------------|-----------------|
| BENEFITS  | PROJECT         | HOUSEHOLDS     | TOTAL           |
| Real Property Taxes   | \$40,159        | \$0            | \$40,159        |
| FF&E Property Taxes   | \$467           | \$0            | \$467           |
| Inventory Property Taxes                                    | \$0             | \$0            | \$0             |
| New Residential Property Taxes                              | \$0             | \$9,824        | \$9,824         |
| <b>Benefits Subtotal</b>                                    | <b>\$40,626</b> | <b>\$9,824</b> | <b>\$50,450</b> |
| COSTS   | PROJECT         | HOUSEHOLDS     | TOTAL           |
| None Estimated  | \$0             | \$0            | \$0             |
| <b>Costs Subtotal</b>                                       | <b>\$0</b>      | <b>\$0</b>     | <b>\$0</b>      |
| <b>Net Benefits</b>   | <b>\$40,626</b> | <b>\$9,824</b> | <b>\$50,450</b> |

Annual Fiscal Net Benefits for Harris County Hospital District



## Harris County Department of Education Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Department of Education over the next 10 years of the Project.

Item 9.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY DEPARTMENT OF EDUCATION |                |              |                |
|---|----------------|--------------|----------------|
| BENEFITS  | PROJECT        | HOUSEHOLDS   | TOTAL          |
| Real Property Taxes   | \$1,203        | \$0          | \$1,203        |
| FF&E Property Taxes   | \$14           | \$0          | \$14           |
| Inventory Property Taxes  | \$0            | \$0          | \$0            |
| New Residential Property Taxes                                    | \$0            | \$294        | \$294          |
| <b>Benefits Subtotal</b>  | <b>\$1,217</b> | <b>\$294</b> | <b>\$1,511</b> |
| COSTS   | PROJECT        | HOUSEHOLDS   | TOTAL          |
| None Estimated  | \$0            | \$0          | \$0            |
| <b>Costs Subtotal</b>   | <b>\$0</b>     | <b>\$0</b>   | <b>\$0</b>     |
| <b>Net Benefits</b>   | <b>\$1,217</b> | <b>\$294</b> | <b>\$1,511</b> |

Annual Fiscal Net Benefits for Harris County Department of Education

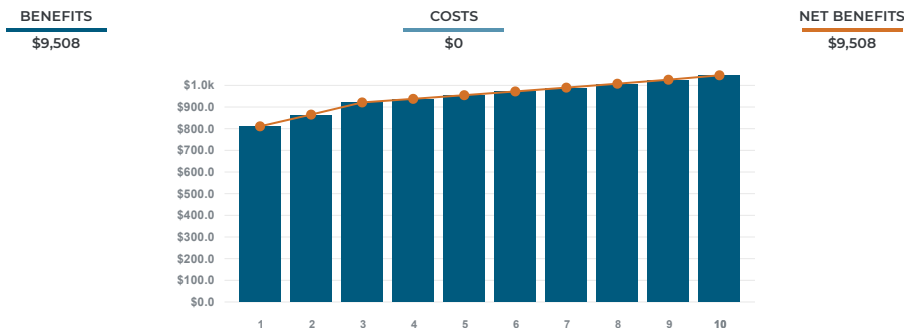


## Harris County Flood Control Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Flood Control over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY FLOOD CONTROL |                |                |                |
|---|----------------|----------------|----------------|
| BENEFITS  | PROJECT        | HOUSEHOLDS     | TOTAL          |
| Real Property Taxes                                     | \$7,569        | \$0            | \$7,569        |
| FF&E Property Taxes                                     | \$88           | \$0            | \$88           |
| Inventory Property Taxes                                | \$0            | \$0            | \$0            |
| New Residential Property Taxes                          | \$0            | \$1,852        | \$1,852        |
| <b>Benefits Subtotal</b>                                | <b>\$7,657</b> | <b>\$1,852</b> | <b>\$9,508</b> |
| COSTS   | PROJECT        | HOUSEHOLDS     | TOTAL          |
| None Estimated  | \$0            | \$0            | \$0            |
| <b>Costs Subtotal</b>                                   | <b>\$0</b>     | <b>\$0</b>     | <b>\$0</b>     |
| <b>Net Benefits</b>                                     | <b>\$7,657</b> | <b>\$1,852</b> | <b>\$9,508</b> |

Annual Fiscal Net Benefits for Harris County Flood Control



Overview of Methodology

Item 9.

The Impact Dashboard model combines project-specific attributes with community data, tax rates, and assumptions to estimate the economic impact of the Project and the fiscal impact for local taxing over a 10-year period.

The economic impact as calculated in this report can be categorized into two main types of impacts. First, the direct economic impacts are the jobs and payroll directly created by the Project. Second, this economic impact analysis calculates the spin-off or indirect and induced impacts that result from the Project. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services for the Project. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. Impact DataSource utilizes adjusted county-level multipliers to estimate the impact occurring at the sub-county level.

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier. An employment multiplier was used to estimate the number of indirect and induced jobs created or supported in the area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The employment multiplier shows the estimated number of total jobs created for each direct job. The earnings multiplier shows the estimated amount of total salaries paid to these workers for every dollar paid to a direct worker. The multipliers used in this analysis are listed below:

| 484210 USED HOUSEHOLD AND OFFICE GOODS MOVING |                         | CITY OF TOMBALL |
|---|-------------------------|-----------------|
| Employment Multiplier                         | (Type II Direct Effect) | 1.6072          |
| Earnings Multiplier                           | (Type II Direct Effect) | 1.5809          |

Most of the revenues estimated in this study result from calculations relying on (1) attributes of the Project, (2) assumptions to derive the value of associated taxable property or sales, and (3) local tax rates. In some cases, revenues are estimated on a per new household, per new worker, or per new school student basis.

The company or Project developer was not asked, nor could reasonably provide data for calculating some other revenues. For example, while the city will likely receive revenues from fines paid on speeding tickets given to new workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach.

This approach uses relies on two assumptions:

1. The taxing entity has two general revenue sources: revenues from residents and revenues from businesses.
2. The taxing entity will collect (a) about the same amount of miscellaneous taxes and user fees from each new household that results from the Project as it currently collects from existing households on average, and (b) the same amount of miscellaneous taxes and user fees from the new business (on a per worker basis) will be collected as it collects from existing businesses.

In the case of the school district, some additional state and federal revenues are estimated on a per new school student basis consistent with historical funding levels.

Additionally, this analysis sought to estimate the additional expenditures faced by local jurisdictions to provide services to new households and new businesses. A marginal cost approach was used to calculate these additional costs.

This approach relies on two assumptions:

1. The taxing entity spends money on services for two general groups: revenues from residents and revenues from businesses.
2. The taxing entity will spend slightly less than its current average cost to provide local government services (police, fire, EMS, etc.) to (a) new residents and (b) businesses on a per worker basis.

In the case of the school district, the marginal cost to educate new students was estimated based on a portion of the school's current expenditures per student and applied to the headcount of new school students resulting from the Project.

Additionally, this analysis seeks to calculate the impact on the school district's finances from the Project by generally, and at a summary level, mimicking the district's school funding formula.

According to the Texas Education Agency, any property added to local tax rolls, and the local taxes that this generates, reduces the amount of state funding equivalent to local taxes collected for maintenance and operations. The school district retains local taxes received for debt services and the corresponding state funding is not reduced. However, according to the Texas Education Agency, the school district will receive state aid for each new child that moves to the District. The additional revenues for the school district are calculated in this analysis.

About Impact DataSource

Established in 1993, Impact DataSource is an Austin, Texas-based economic consulting firm. Impact DataSource provides high-quality economic research, specializing in economic and fiscal impact analyses. The company is highly focused on supporting economic development professionals and organizations through its consulting services and software. Impact DataSource has conducted thousands of economic impact analyses of new businesses, retention and expansion projects, developments, and activities in all industry groups throughout the U.S.

For more information on Impact DataSource, LLC and our product Impact Dashboard, please visit our website [www.impactdatasource.com](http://www.impactdatasource.com)



Scenario 1 with Client Data

## AGREEMENT

THE STATE OF TEXAS                   §  
   §       KNOW ALL MEN BY THESE PRESENTS:  
 COUNTY OF HARRIS                   §

This Agreement (the “Agreement”) is made and entered into by and between the **Tomball Economic Development Corporation**, an industrial development corporation created pursuant to Tex. Rev. Civ. Stat. Ann. Art. 5190.6, Section 4B, located in Harris County, Texas (the “TEDC”), and **Jonah’s Movers, LLC** (the “Company”), 11714 Boudreaux Rd., Suite 216, Tomball, TX 77375.

### WITNESSETH:

**WHEREAS**, it is the established policy of the TEDC to adopt such reasonable measures from time-to-time as are permitted by law to endeavor to attract industry, create and retain primary jobs, expand the growth of the City of Tomball (the “City”), and thereby enhance the economic stability and growth of the City; and

**WHEREAS**, the Company proposes to develop a 3.287-acre tract of land within the City, located at 0 Theis Lane, Tomball, Texas 77375 (the “Property”), more particularly described in Exhibit “A,” attached hereto and made a part hereof; and

**WHEREAS**, the Company plans to expend over Two Million Two Hundred Thousand Dollars (\$2,200,000) to construct an 11,200 square foot storage facility and a 12,600 square foot office/warehouse building (the “Improvements”) on the site, more particularly described in Exhibit “B,” attached hereto and made a part hereof; and

**WHEREAS**, the Company proposes to relocate twenty-six (26) full-time employees to the Property and create twenty (20) new full-time employment positions in Tomball in conjunction with the opening of its business operations on the Property; and

**WHEREAS**, the TEDC agrees to provide to the Company the sum of Twenty-six Thousand Nine Hundred and Twenty-Five Dollars (\$26,925.00), or an amount equal to fifteen percent (15%) of actual construction costs if less than the sum stated above, to assist in the construction of infrastructure improvements (the “Infrastructure Improvements”), identified and described in Exhibit “C,” attached hereto and made a part hereof; and

**WHEREAS**, the Company has agreed, in exchange and as consideration for the funding, to satisfy and comply with certain terms and conditions; and

**NOW, THEREFORE**, in consideration of the premises and the mutual benefits and obligations set forth herein, including the recitals set forth above, the TEDC and the Company agree as follows:

1.

The Company covenants and agrees that it will construct and maintain on the Property an 11,200 square foot storage facility and a 12,600 square-foot office/warehouse building (the “Improvements”) identified and described in Exhibit “B,” attached hereto and made a part hereof. In conjunction with the development of the Property, the Company further agrees to construct the Improvements contemplated by this Agreement, in accordance with the requirements of the ordinances of the City and the plans and specifications approved by the City. The Company further represents and agrees that it will certify the costs of the construction of such Infrastructure Improvements to the TEDC prior to construction.

2.

Construction of the Improvements on the Property, including construction of the Infrastructure Improvements, must commence within 180 days from the date of this Agreement (the “Start Date”), and the Company shall notify the TEDC of such Start Date. The construction of the Improvements to the Property, including construction of the Infrastructure Improvements, shall be completed, and all necessary occupancy permits from the City shall be obtained within eighteen (18) months from the Effective Date of this agreement. Extensions of these deadlines due to extenuating circumstances or uncontrollable delay may be granted by the Board of Directors of the TEDC at its sole discretion.

3.

The Company further covenants and agrees that the Improvements described in Paragraph 1 hereof will be occupied and that the indoor sports facility will be maintained on the property for a term of at least five (5) years.

4.

The Company further covenants and agrees that the Company or any owner or leasee of the Improvements does not and will not knowingly employ an undocumented worker. An “undocumented worker” shall mean an individual who, at the time of employment, is not (a) lawfully admitted for permanent residence to the United States; or (b) authorized under the law to be employed in that manner in the United States.

5.

In consideration of the Company's representations, promises, and covenants, TEDC agrees to reimburse the Company for the actual cost of the Infrastructure Improvements up to the amount of Twenty-Six Thousand Nine Hundred and Twenty-Five Dollars (\$26,925.00), or an amount equal to up to fifteen percent (15%) of actual construction costs if less than the sum stated above.

The TEDC agrees to reimburse the Company for such amount within thirty (30) days of receipt of a letter from the Company requesting such payment and including: (a) certification of the costs of constructing the Infrastructure Improvements; (b) a copy of the City's occupancy permit for the Improvements to the Property; (c) verification from the City acknowledging that all necessary plats, permits, plans, and specifications have been received, reviewed, and approved; (d) certification that the Infrastructure Improvements have been constructed in accordance with the approved plans and specifications; and (e) an affidavit stating that all contractors and subcontractors providing work and/or materials in the construction of the Infrastructure Improvements have been paid and any and all liens and claims regarding such work have been released.

6.

It is understood and agreed by the parties that, in the event of a default by the Company on any of its obligations under this Agreement, the Company shall reimburse the TEDC the full amount paid to the Company by the TEDC, with interest at the rate equal to the 90-day Treasury Bill plus one-half percent ( $\frac{1}{2}\%$ ) per annum, within thirty (30) days after the TEDC notifies the Company of the default. It is further understood and agreed by the parties that if the Company, or any owner or lessee of the Improvements, is convicted of a violation under 8 U.S.C. Section 1324a(f), the Company will reimburse the TEDC the full amount paid to the Company, with interest at the rate equal to the 90-day Treasury Bill plus one-half percent ( $\frac{1}{2}\%$ ) per annum, within thirty (30) days after the TEDC notifies the Company of the violation.

The Company shall also reimburse the TEDC for any and all reasonable attorney's fees and costs incurred by the TEDC as a result of any action required to obtain reimbursement of



9.

This Agreement shall be performable and enforceable in Harris County, Texas, and shall be construed in accordance with the laws of the State of Texas.

10.

Except as otherwise provided in this Agreement, this Agreement shall be subject to change, amendment or modification only in writing, and by the signatures and mutual consent of the parties hereto.

11.

The failure of any party to insist in any one or more instances on the performance of any of the terms, covenants or conditions of this Agreement, or to exercise any of its rights, shall not be construed as a waiver or relinquishment of such term, covenant, or condition, or right with respect to further performance.

12.

This Agreement shall bind and benefit the respective Parties and their legal successors and shall not be assignable, in whole or in part, by any party without first obtaining written consent of the other party.

13.

In the event any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporation, or circumstance, shall be held by any court of competent jurisdiction to be invalid or unconstitutional for any reason, then the application, invalidity or unconstitutionality of such

words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be deemed to be independent of and severable from the remainder of this Agreement, and the validity of the remaining parts of this Agreement shall not be affected thereby.

IN TESTIMONY OF WHICH, THIS AGREEMENT has been executed by the parties on this \_\_\_\_\_ day of \_\_\_\_\_ 2021 (the "Effective Date").

**Jonah's Movers, LLC**

By: \_\_\_\_\_  
Name: Jonathan Hoffmaister  
Title: President, Jonah's Movers, LLC

ATTEST:

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: President, Board of Directors

ATTEST:

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: Secretary, Board of Directors

**ACKNOWLEDGMENT**

THE STATE OF TEXAS    §  
  §  
COUNTY OF HARRIS    §

This instrument was acknowledged before me on the \_\_\_\_ day of \_\_\_\_\_ 2021, by Jonathan Hoffmaister, President, Jonah’s Movers, LLC for and on behalf of said company.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

(SEAL)

ACKNOWLEDGMENT

THE STATE OF TEXAS    §  
  §  
COUNTY OF HARRIS    §

This instrument was acknowledged before me on the \_\_\_\_ day of \_\_\_\_\_ 2021, by \_\_\_\_\_, President of the Board of Directors of the Tomball Economic Development Corporation, for and on behalf of said Corporation.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

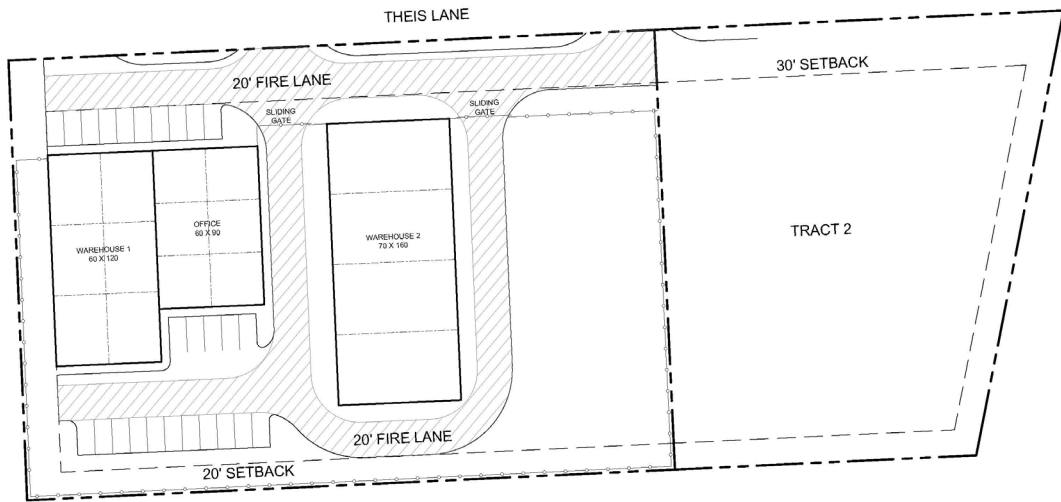
(SEAL)



### Exhibit B

### Description of Improvements

Construction of an 11,200 square foot storage facility and a 12,600 square foot office/warehouse.



**Jonah's Movers**  
May 12, 2021  
INTERIM REVIEW ONLY, NOT FOR REGULATORY APPROVAL, PERMIT OR CONSTRUCTION.  
MARSHALL L. RCD - TX ARCH. REG. NO. 6551

**Proposed Site Plan**  
SCALE: 1" = 5'  
**REID Architects**  
marshall@reid.com | 713.621.2828

**Exhibit C**

**Description of Infrastructure Improvements**

| <b>Jonah's Movers, LLC</b> |                   |
|----------------------------|-------------------|
| <b>0 Theis Lane</b>        |                   |
| <b>Tomball, TX 77375</b>   |                   |
| <b>Improvement</b>         | <b>Cost</b>       |
| Electric                   | \$ 6,000          |
| Sanitary Sewer             | \$ 8,500          |
| Storm Drainage             | \$ 25,000         |
| Water                      | \$ 2,000          |
| Site Preparation           | \$ 138,000        |
| <b>Total</b>               | <b>\$ 179,500</b> |

# Regular Tomball EDC

## Agenda Item

### Data Sheet

Meeting Date: July 13, 2021

#### Topic:

Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Beefy Marketing, LLC, to make direct incentives to, or expenditures for, rental assistance for new or expanded business enterprise to be located at 994 Village Square Drive, Tomball, Texas 77375. The estimated amount of expenditures for such Project is \$6,000.00.

- Public Hearing

#### Background:

The Tomball Economic Development Corporation has received a request from Andrew Brockenbush, Owner of Beefy Marketing, LLC, for funding assistance through the TEDC's Rental Incentive Program for a digital marketing company.

Beefy Marketing, LLC was established in 2013 and provides marketing, branding, and web design services. According to the request letter, the company's growth is necessitating a physical space where clients can meet and collaborate with the team.

The proposed location is a 1,410 square foot lease space in the Rosewood Office Condo development located on Village Square Drive. Mr. Brockenbush plans to upgrade the space to include a dedicated podcast and video studio that will be available to the public to rent.

The goal of the TEDC's Rental Incentive Program is to assist in the establishment of new businesses in existing vacant spaces and to stimulate commercial investment in the City of Tomball. In accordance with the Rental Incentive Program Policy, the proposed performance agreement is for 25% of the base monthly rent for the first year of operation only.

The lease agreement that was submitted in conjunction with the request letter shows a three-year lease commitment with a monthly rent amount of \$ 2,000.00 for the first year and a rent increase in years two and three. The proposed grant amount is \$6,000.00, payable after the first year of operation based on landlord verification of rents paid and meeting the performance agreement criteria.

Although this project does not create primary jobs, it does promote the development and expansion of business enterprise, which is considered a permissible project as outlined in Texas Economic Development Legislation. If this project is approved, it will go to the Tomball City Council for final approval by resolution at two separate readings.

**Origination:** Andrew Brockenbush, Owner, Beefy Marketing, LLC,

**Recommendation:** Staff recommends approval of the proposed Performance Agreement with Beefy Marketing, LLC

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

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**BEEFY MARKETING**

281-516-8122  
[andrew@beefymarketing.com](mailto:andrew@beefymarketing.com)

PO Box 344  
Waller, TX 77484

July 6, 2021

Kelly Violette, CEcD, PCED, AICP  
Executive Director  
Tomball Economic Development Corporation

Dear Kelly,

Beefy Marketing helps companies and organizations succeed by allowing them to build a better business, together. One of the ways we help businesses grow is supporting them with an intentional digital marketing strategy which often starts with a website. We make incredible websites and we want to make more! We care about customer success and customer service, and we're extremely passionate about the quality of our work. Our business was established in 2013 by Andrew Brockenbush.

Due to the nature of our business we've never really settled down and planted roots. Our business primarily serves the greater Houston area but many of our clients are nationwide. Over the past several years we've really begin to grow locally and our customers (current and future) need a place to meet and collaborate with us. We believe Tomball has the right growth mindset and the business growth in the city is why we believe we should call Tomball home. Centrally located to many of our clients, we know we will be able to serve them in an even better way.

We have found a 1,410 square foot vacant space at 994 Village Square Drive and have discussed the proposed lease agreement with the owner. The lease term is 3 years and the base monthly rent is \$2,000 per month and will gradually increase year over year.

We plan to upgrade the exterior of the building by constructing a new sign to really make our office stand out. We also plan on fully furnishing the space and building a dedicated podcast & video studio that will be available to the public to rent.

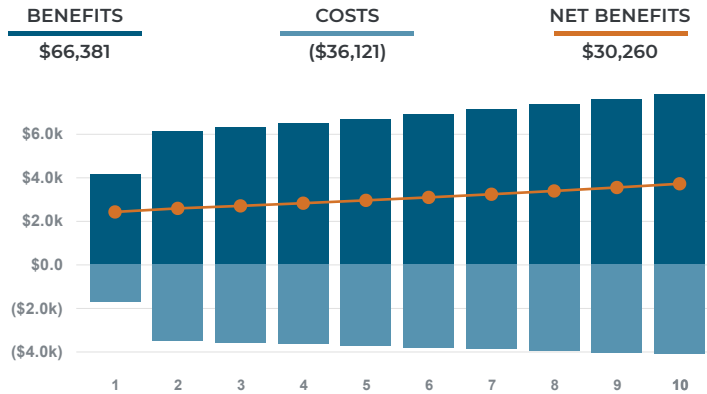
We are requesting assistance from the Tomball EDC in order to help offset our expenses and to assist us in establishing our new office location. Your consideration is greatly appreciated.

Sincerely,

**Andrew Brockenbush**

Recruitment

**City of Tomball**



**JOB**



**7.0 Total**  
4.0 Direct  
3.0 Spin-off

Item 10.

**SALARIES**



**\$34,189 Avg**  
\$45,000 Direct  
\$19,594 Spin-off

**CAPITAL INVEST.**



**\$15,000**  
Buildings + FF&E

**RESIDENTIAL DEV.**



0.0 Homes  
0.2 Relocations

**NET BENEFITS \$30,260**

Present Value \$22,933

**BENEFITS**

|                                   |                 |
|-----------------------------------|-----------------|
| Sales Taxes                       | \$29,566        |
| Real Property Taxes               | \$0             |
| FF&E Property Taxes               | \$282           |
| Inventory Property Taxes          | \$0             |
| New Residential Property Taxes    | \$219           |
| Hotel Occupancy Taxes             | \$0             |
| Building Permits and Fees         | \$0             |
| Utility Revenue                   | \$26,295        |
| Utility Franchise Fees            | \$1,646         |
| Miscellaneous Taxes and User Fees | \$8,373         |
| <b>Benefits Subtotal</b>          | <b>\$66,381</b> |

**COSTS**

|                             |                   |
|-----------------------------|-------------------|
| Cost of Government Services | (\$9,688)         |
| Cost of Utility Services    | (\$26,433)        |
| <b>Costs Subtotal</b>       | <b>(\$36,121)</b> |

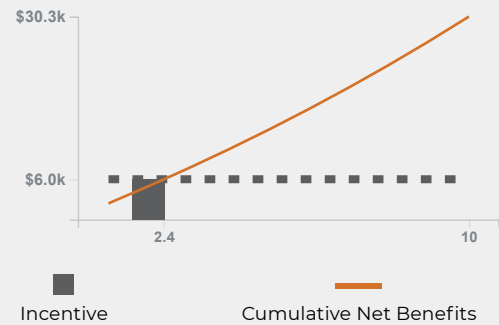
**INCENTIVE ANALYSIS**

**\$6,000**  
Total Incentive

**\$1,500**  
Per Job

**50.4%**  
Rate of Return

**2.4 Yrs**  
Payback Period



**NET BENEFITS OVER 10 YEARS**

**CITY \$30,260**

**COUNTY (\$1,199)**

**SCHOOL DISTRICT \$1,369**

**OTHER \$2,782**

## Scenario 1 with Client Data

**Project Type:** Recruitment  
**Prepared By:** Tomball EDC

### Purpose & Limitations

This report presents the results of an economic and fiscal analysis undertaken by Tomball EDC using Impact DashBoard, a customized web application developed by Impact DataSource, LLC.

Impact DashBoard utilizes estimates, assumptions, and other information developed by Impact DataSource from its independent research effort detailed in a custom user guide prepared for Tomball EDC.

This report, generated by the Impact DashBoard application, has been prepared by Tomball EDC to assist economic development stakeholders in making an evaluation of the economic and fiscal impact of business activity in the community. This report does not purport to contain all of the information that may be needed to conclude such an evaluation. This report is based on a variety of assumptions and contains forward-looking statements concerning the results of operations of the subject firm. Tomball EDC made reasonable efforts to ensure that the project-specific data entered into Impact DashBoard reflects realistic estimates of future activity. Estimates of future activity involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in this report.

Tomball EDC and Impact DataSource make no representation or warranty as to the accuracy or completeness of the information contained herein, and expressly disclaim any and all liability based on or relating to any information contained in, or errors or omissions from, this information or based on or relating to the use of this information.

### Introduction

This report presents the results of an economic impact analysis performed using Impact DashBoard, a model developed by Impact DataSource. The report estimates the impact that a potential project will have on the local economy and estimates the costs and benefits for local taxing districts over a 10-year period.

### Economic Impact Overview

The table below summarizes the economic impact of the project over the first 10 years in terms of job creation, salaries paid to workers, and taxable sales.

| SUMMARY OF ECONOMIC IMPACT OVER 10 YEARS IN CITY OF TOMBALL |             |           |                    |
|---|-------------|-----------|--------------------|
| IMPACT  | DIRECT      | SPIN-OFF  | TOTAL              |
| Jobs  | 4.0         | 3.0       | <b>7.0</b>         |
| Annual Salaries/Wages at Full Ops (Yr 2)                    | \$183,600   | \$59,214  | <b>\$242,814</b>   |
| Salaries/Wages over 10 Years                                | \$1,880,939 | \$606,633 | <b>\$2,487,572</b> |
| Taxable Sales/Purchases in City of Tomball                  | \$1,470,719 | \$7,583   | <b>\$1,478,302</b> |

Totals may not sum due to rounding

The Project may result in new residents moving to the community and potentially new residential properties being constructed as summarized below.

| SUMMARY OF POPULATION IMPACT OVER 10 YEARS IN CITY OF TOMBALL |        |          |            |
|---|--------|----------|------------|
| IMPACT  | DIRECT | SPIN-OFF | TOTAL      |
| Workers who will move to City of Tomball                      | 0.1    | 0.1      | <b>0.2</b> |
| New residents in City of Tomball                              | 0.3    | 0.2      | <b>0.5</b> |
| New residential properties constructed in City of Tomball     | 0.0    | 0.0      | <b>0.0</b> |
| New students to attend local school district                  | 0.1    | 0.0      | <b>0.1</b> |

Totals may not sum due to rounding

The new taxable property to be supported by the Project over the next 10 years is summarized in the following table.

**Item 10.**

**SUMMARY OF TAXABLE PROPERTY OVER THE FIRST 10 YEARS IN CITY OF TOMBALL**

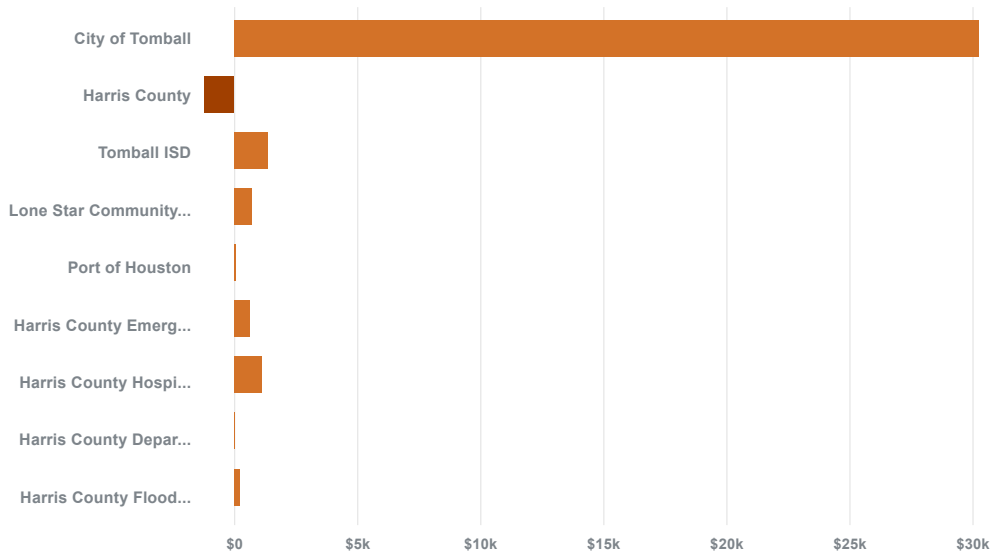
| YR. | NEW RESIDENTIAL PROPERTY | LAND | BUILDINGS... | FF&E     | INVENTORIES | NON-RESIDENTIAL PROPERTY | TOTAL PROPERTY  |
|-----|--------------------------|------|--------------|----------|-------------|--------------------------|-----------------|
| 1   | \$3,095                  | \$0  | \$0          | \$12,000 | \$0         | \$12,000                 | <b>\$15,095</b> |
| 2   | \$6,315                  | \$0  | \$0          | \$13,800 | \$0         | \$13,800                 | <b>\$20,115</b> |
| 3   | \$6,441                  | \$0  | \$0          | \$12,300 | \$0         | \$12,300                 | <b>\$18,741</b> |
| 4   | \$6,570                  | \$0  | \$0          | \$10,800 | \$0         | \$10,800                 | <b>\$17,370</b> |
| 5   | \$6,701                  | \$0  | \$0          | \$9,300  | \$0         | \$9,300                  | <b>\$16,001</b> |
| 6   | \$6,835                  | \$0  | \$0          | \$7,800  | \$0         | \$7,800                  | <b>\$14,635</b> |
| 7   | \$6,972                  | \$0  | \$0          | \$6,300  | \$0         | \$6,300                  | <b>\$13,272</b> |
| 8   | \$7,111                  | \$0  | \$0          | \$4,800  | \$0         | \$4,800                  | <b>\$11,911</b> |
| 9   | \$7,254                  | \$0  | \$0          | \$3,300  | \$0         | \$3,300                  | <b>\$10,554</b> |
| 10  | \$7,399                  | \$0  | \$0          | \$3,000  | \$0         | \$3,000                  | <b>\$10,399</b> |

The Project will generate additional benefits and costs, a summary of which is provided below. The source of specific benefits and costs are provided in detail for each taxing district on subsequent pages.

| FISCAL NET BENEFITS OVER THE NEXT 10 YEARS  |                 |                   |                 |                 |
|---|-----------------|-------------------|-----------------|-----------------|
|   | BENEFITS        | COSTS             | NET BENEFITS    | PRESENT VALUE*  |
| City of Tomball                             | \$66,381        | (\$36,121)        | \$30,260        | \$22,933        |
| Harris County                               | \$7,359         | (\$8,558)         | (\$1,199)       | (\$888)         |
| Tomball ISD                                 | \$6,971         | (\$5,602)         | \$1,369         | \$1,054         |
| Lone Star Community College                 | \$718           | \$0               | \$718           | \$549           |
| Port of Houston                             | \$66            | \$0               | \$66            | \$50            |
| Harris County Emergency Services District 8 | \$646           | \$0               | \$646           | \$494           |
| Harris County Hospital District             | \$1,110         | \$0               | \$1,110         | \$849           |
| Harris County Department of Education       | \$33            | \$0               | \$33            | \$25            |
| Harris County Flood Control                 | \$209           | \$0               | \$209           | \$160           |
| <b>Total</b>                                | <b>\$83,494</b> | <b>(\$50,281)</b> | <b>\$33,213</b> | <b>\$25,227</b> |

\*The Present Value of Net Benefits expresses the future stream of net benefits received over several years as a single value in today's dollars. Today's dollar and a dollar to be received at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. This analysis uses a discount rate of 5.0% to make the dollars comparable.

Net Benefits Over the Next 10 Years



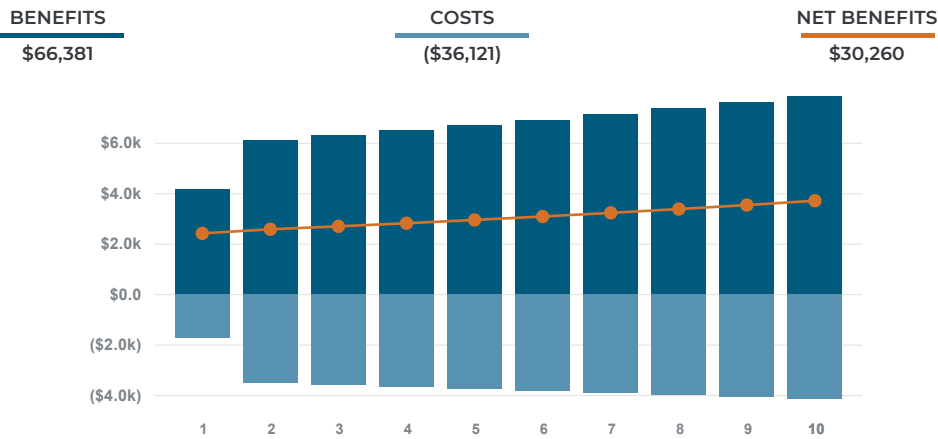
A summary of the total Public Support modeled in this analysis is shown below.

| VALUE OF PUBLIC SUPPORT UNDER CONSIDERATION |                   |                |
|---|-------------------|----------------|
|   | NON-TAX INCENTIVE | TOTAL          |
| City of Tomball                             | \$6,000           | \$6,000        |
| Harris County                               | \$0               | \$0            |
| Tomball ISD                                 | \$0               | \$0            |
| Lone Star Community College                 | \$0               | \$0            |
| Port of Houston                             | \$0               | \$0            |
| Harris County Emergency Services District 8 | \$0               | \$0            |
| Harris County Hospital District             | \$0               | \$0            |
| Harris County Department of Education       | \$0               | \$0            |
| Harris County Flood Control                 | \$0               | \$0            |
| <b>Total</b>                                | <b>\$6,000</b>    | <b>\$6,000</b> |

The table below displays the estimated additional benefits, costs, and net benefits to be received by City of Tomball over the next 10 years of the Project

| NET BENEFITS OVER 10 YEARS: CITY OF TOMBALL |                   |                  |                   |
|---|-------------------|------------------|-------------------|
| BENEFITS                                    | PROJECT           | HOUSEHOLDS       | TOTAL             |
| Sales Taxes                                 | \$28,944          | \$622            | \$29,566          |
| Real Property Taxes                         | \$0               | \$0              | \$0               |
| FF&E Property Taxes                         | \$282             | \$0              | \$282             |
| Inventory Property Taxes                    | \$0               | \$0              | \$0               |
| New Residential Property Taxes              | \$0               | \$219            | \$219             |
| Hotel Occupancy Taxes                       | \$0               | \$0              | \$0               |
| Building Permits and Fees                   | \$0               | \$0              | \$0               |
| Utility Revenue                             | \$23,366          | \$2,930          | \$26,295          |
| Utility Franchise Fees                      | \$1,463           | \$183            | \$1,646           |
| Miscellaneous Taxes and User Fees           | \$7,440           | \$933            | \$8,373           |
| <b>Benefits Subtotal</b>                    | <b>\$61,495</b>   | <b>\$4,886</b>   | <b>\$66,381</b>   |
| COSTS                                       | PROJECT           | HOUSEHOLDS       | TOTAL             |
| Cost of Government Services                 | (\$8,611)         | (\$1,078)        | (\$9,688)         |
| Cost of Utility Services                    | (\$23,491)        | (\$2,942)        | (\$26,433)        |
| <b>Costs Subtotal</b>                       | <b>(\$32,102)</b> | <b>(\$4,020)</b> | <b>(\$36,121)</b> |
| <b>Net Benefits</b>                         | <b>\$29,393</b>   | <b>\$867</b>     | <b>\$30,260</b>   |

Annual Fiscal Net Benefits for City of Tomball

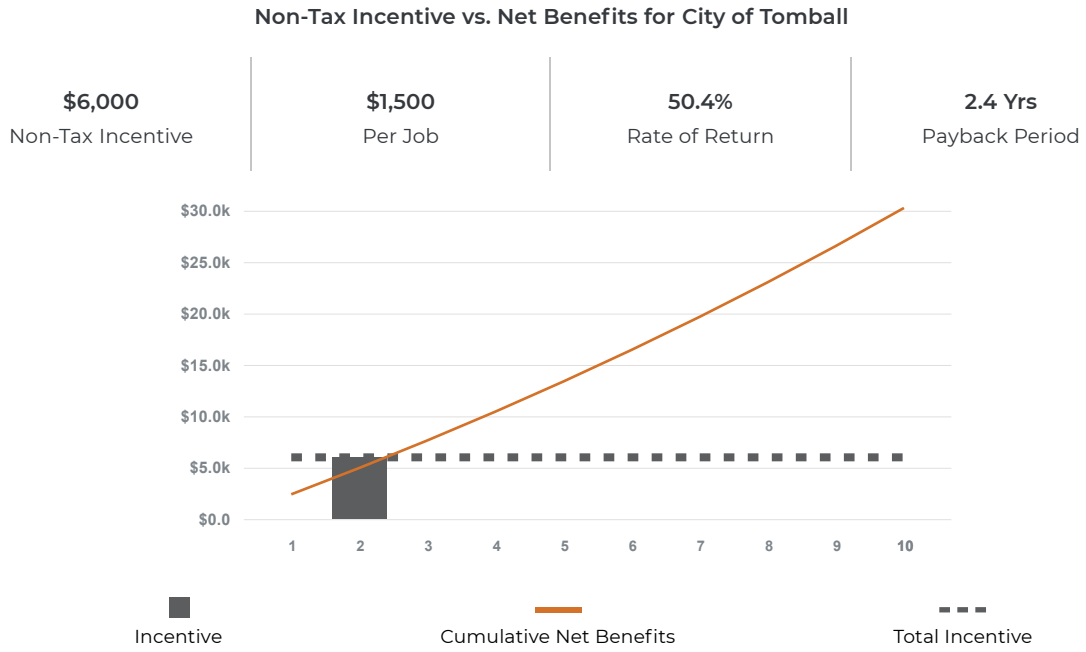


**Non-Tax Incentives**

City of Tomball is considering the following non-tax incentives for the Project.

| NON-TAX INCENTIVES UNDER CONSIDERATION |                   |
|--|-------------------|
| YEAR                                   | NON-TAX INCENTIVE |
| 1                                      | \$0               |
| 2                                      | \$6,000           |
| <b>Total</b>                           | <b>\$6,000</b>    |

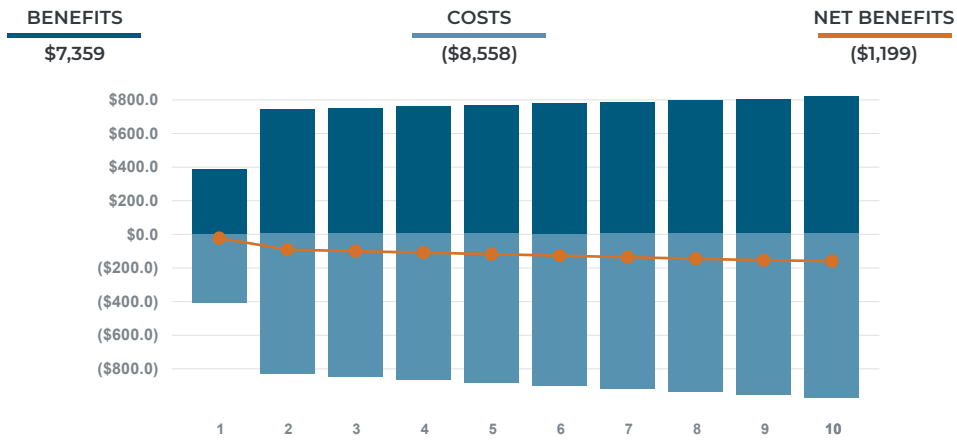
The graph below depicts the non-tax incentives modeled in this analysis versus the cumulative net benefits to City of Tomball. The intersection indicates the length of time until the incentives are paid back.



The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY |                  |                  |                  |
|---|------------------|------------------|------------------|
| BENEFITS                                  | PROJECT          | HOUSEHOLDS       | TOTAL            |
| Real Property Taxes                       | \$0              | \$0              | \$0              |
| FF&E Property Taxes                       | \$326            | \$0              | \$326            |
| Inventory Property Taxes                  | \$0              | \$0              | \$0              |
| New Residential Property Taxes            | \$0              | \$2,279          | \$2,279          |
| Hotel Occupancy Taxes                     | \$0              | \$0              | \$0              |
| Miscellaneous Taxes and User Fees         | \$1,881          | \$2,873          | \$4,754          |
| <b>Benefits Subtotal</b>                  | <b>\$2,207</b>   | <b>\$5,152</b>   | <b>\$7,359</b>   |
| COSTS                                     | PROJECT          | HOUSEHOLDS       | TOTAL            |
| Cost of Government Services               | (\$3,386)        | (\$5,172)        | (\$8,558)        |
| <b>Costs Subtotal</b>                     | <b>(\$3,386)</b> | <b>(\$5,172)</b> | <b>(\$8,558)</b> |
| <b>Net Benefits</b>                       | <b>(\$1,179)</b> | <b>(\$20)</b>    | <b>(\$1,199)</b> |

Annual Fiscal Net Benefits for Harris County



The table below displays the estimated additional benefits, costs, and net benefits to be received by Tomball ISD over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: TOMBALL ISD |                |                  |                  |
|---|----------------|------------------|------------------|
| BENEFITS                                | PROJECT        | HOUSEHOLDS       | TOTAL            |
| Real Property Taxes                     | \$0            | \$0              | \$0              |
| FF&E Property Taxes                     | \$1,076        | \$0              | \$1,076          |
| Inventory Property Taxes                | \$0            | \$0              | \$0              |
| New Residential Property Taxes          | \$0            | \$2,651          | \$2,651          |
| Addtl. State & Federal School Funding   | \$0            | \$3,244          | \$3,244          |
| <b>Benefits Subtotal</b>                | <b>\$1,076</b> | <b>\$5,895</b>   | <b>\$6,971</b>   |
| COSTS                                   | PROJECT        | HOUSEHOLDS       | TOTAL            |
| Cost to Educate New Students            | \$0            | (\$2,885)        | (\$2,885)        |
| Reduction in State School Funding       | (\$784)        | (\$1,933)        | (\$2,717)        |
| <b>Costs Subtotal</b>                   | <b>(\$784)</b> | <b>(\$4,818)</b> | <b>(\$5,602)</b> |
| <b>Net Benefits</b>                     | <b>\$292</b>   | <b>\$1,077</b>   | <b>\$1,369</b>   |

Annual Fiscal Net Benefits for Tomball ISD



The table below displays the estimated additional benefits, costs, and net benefits to be received by Lone Star Community College over the next 10 year Project.

NET BENEFITS OVER 10 YEARS: LONE STAR COMMUNITY COLLEGE

| BENEFITS                       | PROJECT     | HOUSEHOLDS   | TOTAL        |
|--------------------------------|-------------|--------------|--------------|
| Real Property Taxes            | \$0         | \$0          | \$0          |
| FF&E Property Taxes            | \$90        | \$0          | \$90         |
| Inventory Property Taxes       | \$0         | \$0          | \$0          |
| New Residential Property Taxes | \$0         | \$628        | \$628        |
| <b>Benefits Subtotal</b>       | <b>\$90</b> | <b>\$628</b> | <b>\$718</b> |
| COSTS                          | PROJECT     | HOUSEHOLDS   | TOTAL        |
| None Estimated                 | \$0         | \$0          | \$0          |
| <b>Costs Subtotal</b>          | <b>\$0</b>  | <b>\$0</b>   | <b>\$0</b>   |
| <b>Net Benefits</b>            | <b>\$90</b> | <b>\$628</b> | <b>\$718</b> |

Annual Fiscal Net Benefits for Lone Star Community College



The table below displays the estimated additional benefits, costs, and net benefits to be received by Port of Houston over the next 10 years of the Project

| NET BENEFITS OVER 10 YEARS: PORT OF HOUSTON |            |             |             |
|---|------------|-------------|-------------|
| BENEFITS                                    | PROJECT    | HOUSEHOLDS  | TOTAL       |
| Real Property Taxes                         | \$0        | \$0         | \$0         |
| FF&E Property Taxes                         | \$8        | \$0         | \$8         |
| Inventory Property Taxes                    | \$0        | \$0         | \$0         |
| New Residential Property Taxes              | \$0        | \$58        | \$58        |
| <b>Benefits Subtotal</b>                    | <b>\$8</b> | <b>\$58</b> | <b>\$66</b> |
| COSTS                                       | PROJECT    | HOUSEHOLDS  | TOTAL       |
| None Estimated                              | \$0        | \$0         | \$0         |
| <b>Costs Subtotal</b>                       | <b>\$0</b> | <b>\$0</b>  | <b>\$0</b>  |
| <b>Net Benefits</b>                         | <b>\$8</b> | <b>\$58</b> | <b>\$66</b> |

Annual Fiscal Net Benefits for Port of Houston



# Harris County Emergency Services District 8 Fiscal Impact

Item 10.

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Emergency Services District 8 over 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY EMERGENCY SERVICES DISTRICT 8 |             |              |              |
|---|-------------|--------------|--------------|
| BENEFITS  | PROJECT     | HOUSEHOLDS   | TOTAL        |
| Real Property Taxes   | \$0         | \$0          | \$0          |
| FF&E Property Taxes   | \$81        | \$0          | \$81         |
| Inventory Property Taxes  | \$0         | \$0          | \$0          |
| New Residential Property Taxes  | \$0         | \$565        | \$565        |
| <b>Benefits Subtotal</b>  | <b>\$81</b> | <b>\$565</b> | <b>\$646</b> |
| COSTS   | PROJECT     | HOUSEHOLDS   | TOTAL        |
| None Estimated  | \$0         | \$0          | \$0          |
| <b>Costs Subtotal</b>   | <b>\$0</b>  | <b>\$0</b>   | <b>\$0</b>   |
| <b>Net Benefits</b>   | <b>\$81</b> | <b>\$565</b> | <b>\$646</b> |

Annual Fiscal Net Benefits for Harris County Emergency Services District 8



The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Hospital District over the next 10 the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY HOSPITAL DISTRICT |              |              |                |
|---|--------------|--------------|----------------|
| BENEFITS  | PROJECT      | HOUSEHOLDS   | TOTAL          |
| Real Property Taxes   | \$0          | \$0          | \$0            |
| FF&E Property Taxes   | \$139        | \$0          | \$139          |
| Inventory Property Taxes                                    | \$0          | \$0          | \$0            |
| New Residential Property Taxes                              | \$0          | \$971        | \$971          |
| <b>Benefits Subtotal</b>                                    | <b>\$139</b> | <b>\$971</b> | <b>\$1,110</b> |
| COSTS   | PROJECT      | HOUSEHOLDS   | TOTAL          |
| None Estimated  | \$0          | \$0          | \$0            |
| <b>Costs Subtotal</b>                                       | <b>\$0</b>   | <b>\$0</b>   | <b>\$0</b>     |
| <b>Net Benefits</b>   | <b>\$139</b> | <b>\$971</b> | <b>\$1,110</b> |

Annual Fiscal Net Benefits for Harris County Hospital District



The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Department of Education over the years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY DEPARTMENT OF EDUCATION |            |             |             |
|---|------------|-------------|-------------|
| BENEFITS  | PROJECT    | HOUSEHOLDS  | TOTAL       |
| Real Property Taxes   | \$0        | \$0         | \$0         |
| FF&E Property Taxes   | \$4        | \$0         | \$4         |
| Inventory Property Taxes  | \$0        | \$0         | \$0         |
| New Residential Property Taxes                                    | \$0        | \$29        | \$29        |
| <b>Benefits Subtotal</b>  | <b>\$4</b> | <b>\$29</b> | <b>\$33</b> |
| COSTS   | PROJECT    | HOUSEHOLDS  | TOTAL       |
| None Estimated  | \$0        | \$0         | \$0         |
| <b>Costs Subtotal</b>   | <b>\$0</b> | <b>\$0</b>  | <b>\$0</b>  |
| <b>Net Benefits</b>   | <b>\$4</b> | <b>\$29</b> | <b>\$33</b> |

Annual Fiscal Net Benefits for Harris County Department of Education

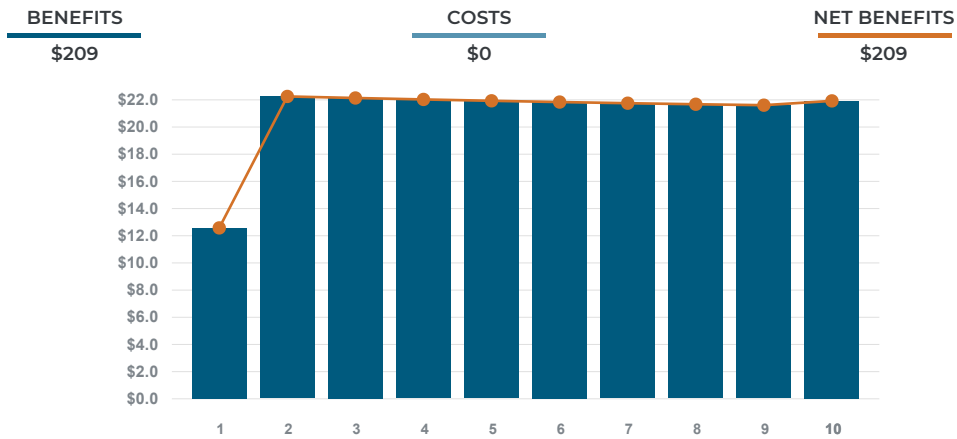


The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Flood Control over the next 10 year Project.

NET BENEFITS OVER 10 YEARS: HARRIS COUNTY FLOOD CONTROL

| BENEFITS                       | PROJECT     | HOUSEHOLDS   | TOTAL        |
|--------------------------------|-------------|--------------|--------------|
| Real Property Taxes            | \$0         | \$0          | \$0          |
| FF&E Property Taxes            | \$26        | \$0          | \$26         |
| Inventory Property Taxes       | \$0         | \$0          | \$0          |
| New Residential Property Taxes | \$0         | \$183        | \$183        |
| <b>Benefits Subtotal</b>       | <b>\$26</b> | <b>\$183</b> | <b>\$209</b> |
| COSTS                          | PROJECT     | HOUSEHOLDS   | TOTAL        |
| None Estimated                 | \$0         | \$0          | \$0          |
| <b>Costs Subtotal</b>          | <b>\$0</b>  | <b>\$0</b>   | <b>\$0</b>   |
| <b>Net Benefits</b>            | <b>\$26</b> | <b>\$183</b> | <b>\$209</b> |

Annual Fiscal Net Benefits for Harris County Flood Control



Overview of Methodology

The Impact DashBoard model combines project-specific attributes with community data, tax rates, and assumptions to estimate the economic impact of the Project and the fiscal impact for local taxing districts over a 10-year period.

The economic impact as calculated in this report can be categorized into two main types of impacts. First, the direct economic impacts are the jobs and payroll directly created by the Project. Second, this economic impact analysis calculates the spin-off or indirect and induced impacts that result from the Project. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services for the Project. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. Impact DataSource utilizes adjusted county-level multipliers to estimate the impact occurring at the sub-county level.

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier. An employment multiplier was used to estimate the number of indirect and induced jobs created or supported in the area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The employment multiplier shows the estimated number of total jobs created for each direct job. The earnings multiplier shows the estimated amount of total salaries paid to these workers for every dollar paid to a direct worker. The multipliers used in this analysis are listed below:

| 541511 CUSTOM COMPUTER PROGRAMMING SERVICES |                         | CITY OF TOMBALL |
|---|-------------------------|-----------------|
| Employment Multiplier                       | (Type II Direct Effect) | 1.7407          |
| Earnings Multiplier                         | (Type II Direct Effect) | 1.3225          |

Most of the revenues estimated in this study result from calculations relying on (1) attributes of the Project, (2) assumptions to derive the value of associated taxable property or sales, and (3) local tax rates. In some cases, revenues are estimated on a per new household, per new worker, or per new school student basis.

The company or Project developer was not asked, nor could reasonably provide data for calculating some other revenues. For example, while the city will likely receive revenues from fines paid on speeding tickets given to new workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach.

This approach uses relies on two assumptions:

1. The taxing entity has two general revenue sources: revenues from residents and revenues from businesses.
2. The taxing entity will collect (a) about the same amount of miscellaneous taxes and user fees from each new household that results from the Project as it currently collects from existing households on average, and (b) the same amount of miscellaneous taxes and user fees from the new business (on a per worker basis) will be collected as it collects from existing businesses.

In the case of the school district, some additional state and federal revenues are estimated on a per new school student basis consistent with historical funding levels.

Additionally, this analysis sought to estimate the additional expenditures faced by local jurisdictions to provide services to new households and new businesses. A marginal cost approach was used to calculate these additional costs.

This approach relies on two assumptions:

1. The taxing entity spends money on services for two general groups: revenues from residents and revenues from businesses.
2. The taxing entity will spend slightly less than its current average cost to provide local government services (police, fire, EMS, etc.) to (a) new residents and (b) businesses on a per worker basis.

In the case of the school district, the marginal cost to educate new students was estimated based on a portion of the school's current expenditures per student and applied to the headcount of new school students resulting from the Project.

Additionally, this analysis seeks to calculate the impact on the school district's finances from the Project by generally, and at a summary level, mimicking the district's school funding formula.

According to the Texas Education Agency, any property added to local tax rolls, and the local taxes that this generates, reduces the amount of state funding equivalent to local taxes collected for maintenance and operations. The school district retains local taxes received for debt services and the corresponding state funding is not reduced. However, according to the Texas Education Agency, the school district will receive state aid for each new child that moves to the District. The additional revenues for the school district are calculated in this analysis.

About Impact DataSource

Established in 1993, Impact DataSource is an Austin, Texas-based economic consulting firm. Impact DataSource provides high-quality economic research, specializing in economic and fiscal impact analyses. The company is highly focused on supporting economic development professionals and organizations through its consulting services and software. Impact DataSource has conducted thousands of economic impact analyses of new businesses, retention and expansion projects, developments, and activities in all industry groups throughout the U.S.

For more information on Impact DataSource, LLC and our product Impact DashBoard, please visit our website [www.impactdatasource.com](http://www.impactdatasource.com)

**AGREEMENT**

THE STATE OF TEXAS           §  
  §       KNOW ALL MEN BY THESE PRESENTS:  
COUNTY OF HARRIS           §

This Agreement (the “Agreement”) is made and entered into by and between the **Tomball Economic Development Corporation**, an industrial development corporation created pursuant to Tex. Rev. Civ. Stat. Ann. Art. 5190.6, Section 4B, located in Harris County, Texas (the “TEDC”), and **Beefy Marketing, LLC** (the “Company”), P.O. Box 344, Waller, TX 77484.

**WITNESSETH:**

**WHEREAS**, it is the established policy of the TEDC to adopt such reasonable measures from time-to-time as are permitted by law to promote local economic development and stimulate business and commercial activity within the City of Tomball (the “City”); and

**WHEREAS**, the Company proposes to lease a 1,410 square foot existing office space located at 994 Village Square Drive, Condo F, Tomball, Texas 77375 (the “Property”), and more particularly described in Exhibit “A,” attached hereto and made a part hereof; and

**WHEREAS**, the Company, currently operates a full range of in-house digital marketing services and proposes to expand its business operations by opening a video studio and office at the Property; and

**WHEREAS**, the Company also proposes to create four (4) full-time jobs in Tomball in conjunction with the new location and improvements to the Property; and

**WHEREAS**, the TEDC agrees to provide to the Company an amount equal to twenty-five percent (25%) of the base monthly rent for the first 12 consecutive months of operation not to exceed Six Thousand Dollars (\$6,000.00), to assist in the construction of the Improvements and the addition of the four (4) new employees at the Property; and

**WHEREAS**, the Company has agreed, in exchange and as consideration for the funding, to satisfy and comply with certain terms and conditions; and

**NOW, THEREFORE**, in consideration of the premises and the mutual benefits and obligations set forth herein, including the recitals set forth above, the TEDC and the Company agree as follows:

1.

Except as provided by paragraph 3, the Company covenants and agrees that it will operate and maintain the proposed business for a term of at least three (3) years within the City of Tomball.

2.

The Company also covenants and agrees that construction of the Improvements, the addition of the four (4) new employees, and obtaining all necessary occupancy permits from the City shall occur within twelve (12) months from the Effective Date of this Agreement. Extensions of these deadlines, due to any extenuating circumstance or uncontrollable delay, may be granted at the sole discretion of the Board of Directors of the TEDC.

3.

The Company further covenants and agrees that it does not and will not knowingly employ an undocumented worker. An “undocumented worker” shall mean an individual who, at the time of employment, is not (a) lawfully admitted for permanent residence to the United States, or (b) authorized by law to be employed in that manner in the United States.

4.

In consideration of the Company's representations, promises, and covenants, TEDC agrees to grant to the Company an amount equal to twenty-five percent (25%) of the base monthly rent for the first 12 consecutive months of operation not to exceed Six Thousand Dollars (\$6,000.00), to fund a portion of the cost of the Improvements and the addition of the four (4) new employees on the Property. The TEDC agrees to distribute such funds to the Company within thirty (30) days of receipt of a letter from the Company requesting such payment, which letter shall also include: (a) a copy of the City's occupancy permit for the Improvements to the Property; (b) proof that the Company has added the number of employees indicated above to its business operations on the Property, as evidenced by copies of Texas Workforce Commission form C-3 or Internal Revenue Service Form 941; (c) verification from the City acknowledging that all necessary plats, plans, and specifications have been received, reviewed, and approved; (d) verification that the Improvements have been constructed in accordance with the approved plans and specifications; (e) an affidavit stating that all contractors and subcontractors providing work and/or materials in the construction of the Improvements have been paid and any and all liens and claims regarding such work have been released; and, (f) an affidavit from the landlord of the Property stating that all rents have been paid in accordance with the terms of the lease agreement for the first twelve consecutive months of operation.

## 5.

It is understood and agreed by the parties that, in the event of a default by the Company on any of its obligations under this Agreement, the Company shall reimburse the TEDC the full amount paid to the Company by the TEDC, with interest at the rate equal to the 90-day Treasury Bill plus ½% per annum, within thirty (30) days after the TEDC notifies the Company of the default. It is further understood and agreed by the parties that if the Company is convicted of a

violation under 8 U.S.C. Section 1324a(f), the Company will reimburse the TEDC the full amount paid to the Company, with interest at the rate equal to the 90-day Treasury Bill plus ½% per annum, within thirty (30) days after the TEDC notifies the Company of the violation.

The Company shall also reimburse the TEDC for any and all reasonable attorney's fees and costs incurred by the TEDC as a result of any action required to obtain reimbursement of such funds.

6.

This Agreement shall inure to the benefit of and be binding upon the TEDC and the Company, and upon the Company's successors and assigns, affiliates, and subsidiaries, and shall remain in force whether the Company sells, assigns, or in any other manner disposes of, either voluntarily or by operation of law, all or any part of the Property and the agreements herein contained shall be held to be covenants running with the Property for so long as this Agreement, or any extension thereof, remains in effect.

7.

Any notice provided or permitted to be given under this Agreement must be in writing and may be served by (i) depositing the same in the United States mail, addressed to the party to be notified, postage prepaid, registered or certified mail, return receipt requested; or (ii) by delivering the same in person to such party; or (iii) by overnight or messenger delivery service that retains regular records of delivery and receipt; or (iv) by facsimile; provided a copy of such notice is sent within one (1) day thereafter by another method provided above. The initial addresses of the parties for the purpose of notice under this Agreement shall be as follows:

If to City:

Tomball Economic Development Corporation  
401 W. Market Street  
Tomball, Texas 77375

Attn: President, Board of Directors

If to Company:

Beefy Marketing, LLC  
P.O. Box 344  
Waller, TX 77484  
Attn: Andrew Brockenbush, Owner

8.

This Agreement shall be performable and enforceable in Harris County, Texas, and shall be construed in accordance with the laws of the State of Texas.

9.

Except as otherwise provided in this Agreement, this Agreement shall be subject to change, amendment or modification only in writing, and by the signatures and mutual consent of the parties hereto.

10.

The failure of any party to insist in any one or more instances on the performance of any of the terms, covenants or conditions of this Agreement, or to exercise any of its rights, shall not be construed as a waiver or relinquishment of such term, covenant, or condition, or right with respect to further performance. This Agreement shall bind and benefit the respective Parties and their legal successors and shall not be assignable, in whole or in part, by any party without first obtaining written consent of the other party.

11.

In the event any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporation, or circumstance, shall be held by any court of competent jurisdiction to be invalid or

unconstitutional for any reason, then the application, invalidity or unconstitutionality of such words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be deemed to be independent of and severable from the remainder of this Agreement, and the validity of the remaining parts of this Agreement shall not be affected thereby.

IN TESTIMONY OF WHICH, THIS AGREEMENT has been executed by the parties on this \_\_\_\_\_ day of \_\_\_\_\_ 2021 (the "Effective Date").

**BEEFY MARKETING, LLC**

By: \_\_\_\_\_

Name: Andrew Brockenbush

Title: Owner

ATTEST:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**

By: \_\_\_\_\_

Name: Gretchen Fagan

Title: President, Board of Directors

ATTEST:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: Secretary, Board of Directors

DRAFT

**ACKNOWLEDGMENT**

THE STATE OF TEXAS    §  
  §  
COUNTY OF HARRIS    §

This instrument was acknowledged before me on the \_\_\_\_\_ day of \_\_\_\_\_ 2021, by Andrew Brockenbush, Owner of Beefy Marketing, LLC, for and on behalf of said company.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

(SEAL)

**ACKNOWLEDGMENT**

THE STATE OF TEXAS    §  
  §  
COUNTY OF HARRIS    §

This instrument was acknowledged before me on the \_\_\_\_\_ day of \_\_\_\_\_ 2021, by Gretchen Fagan, President of the Board of Directors of the Tomball Economic Development Corporation, for and on behalf of said Corporation.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

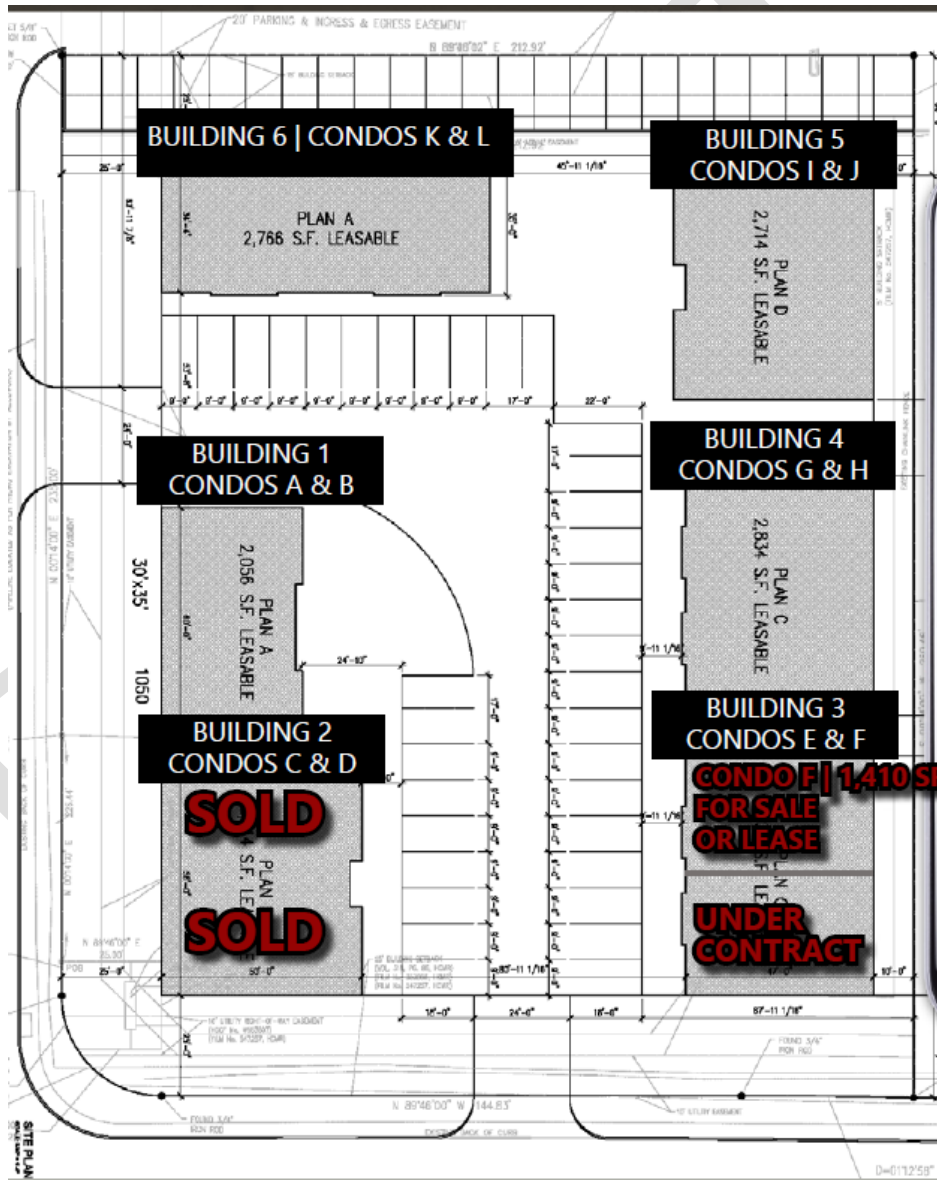
(SEAL)

**Exhibit "A"**

**Legal Description of Property**

Legal Description: UNIT F BLDG 3  
.0533 INT COMMON LAND & ELE  
ROSEWOOD OFFICE CONDO

Property Address: 994 Village Square Drive, Condo F, Tomball, TX 77375



# Regular Tomball EDC

## Agenda Item

### Data Sheet

Meeting Date: July 13, 2021

#### Topic:

Consideration and possible action by Tomball EDC to approve, as a Project of the Corporation, an agreement with Dicar, Inc. to make direct incentives to, or expenditures for, the creation or retention of primary jobs associated with the development of a corporate headquarters facility on approximately 5.0 acres of land, located at 0 Hufsmith-Kohrville Road, Tomball, Texas 77375. The estimated amount of expenditures for such Project is \$71,181.00.

- Public Hearing

#### Background:

Dicar, Inc. designs, manufactures, and supplies urethane products to the corrugated packaging industry. The company was founded in 1969 and maintains manufacturing facilities in Tomball, TX and Pine Brook, NJ, as well as a technical center in Pittsburgh, Pennsylvania and a sales distribution center in Drachten, Netherlands.

Mr. Steve San Filippo, Chairman and COO of Dicar, Inc., has submitted a request for grant funding for assistance with the company's relocation and expansion in Tomball. Dicar's existing Tomball facility is located at 1302 South Cherry Street.

The company proposes to relocate to a 5-acre tract of land located at 0 Hufsmith-Kohrville Road, Tomball, Texas 77375. The development will consist of an approximately 49,223 square-foot corporate headquarters and manufacturing facility. The estimated capital investment for the project is \$7.5 million.

Dicar, Inc. currently has 47 employees at its Tomball location. Upon relocation to the new facility, the company anticipates hiring an additional 40 employees over the next twenty-four months.

An economic impact analysis is included with the agreement to show the impact of this project on Tomball's economy. Per the analysis, the estimated 5-year net benefit of this project is \$237,270.00. The proposed incentive is \$71,181.00, based upon 30% of the 5-year net benefit. The anticipated rate of return on the incentive is 60.5%.

**Origination:** Steve San Filippo, Chairman and COO, Dicar, Inc.

**Recommendation:** Staff recommends approval of the proposed Performance Agreement with Dicar, Inc.

**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: # Project Grants \_\_\_\_\_

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

Signed \_\_\_\_\_ Approved by \_\_\_\_\_  
Staff Member-TEDC Date Executive Director-TEDC Date



July 9, 2018

Attention Kelly Violette

Dear Kelly,

I am writing to request financial assistance from the Tomball Economic Development Corporation ("TEDC") for our planned business expansion in Tomball.

My name is Steve San Filippo, I am the Chairman and Chief Operating Officer of Dicar, Inc. ("Dicar") and I have been authorized to represent Dicar, as well as the majority owners of Dicar, the Warll family, in working with the TEDC in all aspects of this matter. The Warll's own five acres of land in Tomball, just outside of the Tomball Technology and Business Park, that they are intending to build a 49,223 sq. ft. building to house Dicar's current operations, which are also located in Tomball, as well as the planned expansion of operations in Tomball. By way of background, Dicar was started in 1969 as a family business that has grown to become the leader in its industry, providing urethane parts to the world-wide corrugated box manufacturing industry. Today, more than 1/3 of all sales are exported to customer locations outside of North America.

The NAICS code for our manufacturing operation is: 325212

The Warll Family is planning to build a 49,223 sq. ft. building on a 5.000 acre tract out of One (1), in Block One (1), of TOMBALL SOUTH COMMERCIAL NO. 2, a subdivision in Harris County, Texas, according to the map or plat thereof, recorded in Film Code Number 659297 of the Map Records of Harris County, Texas;

The total project budget for the land, which is already paid for, as well as the building, including landscaping improvements, and equipment being brought in and upgrades is projected to be not less than \$7.5 million.

Having invested in Tomball back over 30 years ago, Dicar has grown to 47 full time employees in Tomball. We will be hiring an additional 40 full time employees within the first full year after completing the building. The minimum wage will be more than \$31,200 / yr. plus multiple benefits such as healthcare, life insurance, dental, vision, retirement plans, and vacation. The average wage will be more than \$39,000.

Please advise what assistance and tax abatement options are available and let me know if there's anything else you need from me at this time. We are proud of our people and the community in Tomball, and looking forward to increasing our operations there.

My contact information is:

Steven A. San Filippo  
Chairman & Chief Operating Officer  
Dicar, Inc.  
30 Chapin Road, Suite 1212  
(Use PO Box 643 for USPS)  
Pine Brook, NJ 07058  
Cell: 908.578.6711  
Email: [steves@dicarinc.net](mailto:steves@dicarinc.net)  
Website: [www.dicar.com](http://www.dicar.com)

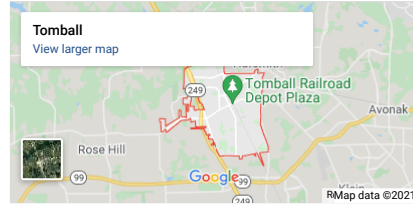
Please let me know if you need any additional information.

Thank you!

A handwritten signature in blue ink that reads "Steven A. San Filippo".

**PROJECT INFO**

|                         |   |
|-------------------------|---|
| <b>NAICS</b>            | 325212 Synthetic Rubber Manufacturing   |
| <b>SPACE</b>            | 49,223 SF Manufacturing, Office, and Warehouse  |
| <b>FACILITY</b>         | Land purchase and construction of a new building  |
| <b>BREAK GROUND</b>     | 09/30 to 12/31/2021   |
| <b>BEGIN OPERATIONS</b> | By 09/30/22, this option, which is one of three under consideration, would be up and running and involve the consolidation of existing manufacturing operations from New Jersey. Please note, Dicar has operated in Tomball for more than 35 years. |



**ADDRESS**  
0 Hufsmith-Kohrville Road, Tomball, Texas, 77375

**COMPANY INFO**

|                           |             |
|---------------------------|-------------|
| <b>Company Name</b>       | Dicar, Inc. |
| <b>Year Established</b>   | 1969        |
| <b>State of Formation</b> | New Jersey  |
| <b>Business Structure</b> | C Corp      |
| <b>Ownership</b>          | Private     |

**CURRENT OPERATIONS**

|                                 |           |
|---------------------------------|-----------|
| <b>NAICS</b>                    | 325212    |
| <b>Space</b>                    | 25,000 SF |
| <b>Facility</b>                 | Own       |
| <b>Market Value of Property</b> | \$3.9M    |

**EMPLOYMENT**

**40**

New Jobs  
Phased in Over 2 Years

**CAPITAL INVESTMENT**

**\$6.8M**

\$4.3M Buildings & Improvements  
\$2.5M Furniture, Fixtures, & Equipment

**PAYROLL**

**\$39,208**

Avg Annual Salary

**\$1.6M\***

Annual Payroll

\*At Full Ops in Year 2

Scenario 1 with Client Data

**Project Type:** Business Retention & Expansion  
**Prepared By:** Tomball EDC

**Purpose & Limitations**

This report presents the results of an economic and fiscal analysis undertaken by Tomball EDC using Impact Dashboard, a customized web application developed by Impact DataSource, LLC. Impact Dashboard utilizes estimates, assumptions, and other information developed by Impact DataSource from its independent research effort detailed in a custom user guide prepared for Tomball EDC. This report, generated by the Impact Dashboard application, has been prepared by Tomball EDC to assist economic development stakeholders in making an evaluation of the economic and fiscal impact of business activity in the community. This report does not purport to contain all of the information that may be needed to conclude such an evaluation. This report is based on a variety of assumptions and contains forward-looking statements concerning the results of operations of the subject firm. Tomball EDC made reasonable efforts to ensure that the project-specific data entered into Impact Dashboard reflects realistic estimates of future activity. Estimates of future activity involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in this report. Tomball EDC and Impact DataSource make no representation or warranty as to the accuracy or completeness of the information contained herein, and expressly disclaim any and all liability based on or relating to any information contained in, or errors or omissions from, this information or based on or relating to the use of this information.

**Introduction**

This report presents the results of an economic impact analysis performed using Impact Dashboard, a model developed by Impact DataSource. The report estimates the impact that a potential project will have on the local economy and estimates the costs and benefits for local taxing districts over a 10-year period.

**Existing & Expanded Operations**

The Project under analysis represents the expansion of an existing business. The table below illustrates the economic impact over the next 10 years including both the current and expanded operations.

| ECONOMIC IMPACT OF CURRENT & EXPANDED OPERATIONS OVER 10 YEARS IN CITY OF TOMBALL |                     |                     |                               |
|---|---------------------|---------------------|-------------------------------|
|   | CURRENT OPERATIONS  | EXPANSION           | CURRENT & EXPANDED OPERATIONS |
| <b>JOBS</b>   |                     |                     |                               |
| Direct  | 47.0                | 40.0                | 87.0                          |
| Spin-off  | 78.5                | 66.8                | 145.3                         |
| <b>Jobs Total</b>   | <b>125.5</b>        | <b>106.8</b>        | <b>232.3</b>                  |
| <b>SALARIES</b>   |                     |                     |                               |
| Direct  | \$23,158,660        | \$16,998,831        | \$40,157,491                  |
| Spin-off  | \$26,796,885        | \$19,669,348        | \$46,466,233                  |
| <b>Salaries Total</b>   | <b>\$49,955,545</b> | <b>\$36,668,179</b> | <b>\$86,623,724</b>           |

The table below summarizes the fiscal impact, the net benefits for local taxing districts, over the next 10 years including both the current and expanded operations.

| FISCAL IMPACT OF CURRENT & EXPANDED OPERATIONS OVER 10 YEARS |                    |                    |                               |
|--|--------------------|--------------------|-------------------------------|
| NET BENEFITS   |                    |                    |                               |
|  | CURRENT OPERATIONS | EXPANSION          | CURRENT & EXPANDED OPERATIONS |
| City of Tomball  | \$169,167          | \$430,783          | \$599,949                     |
| Harris County  | \$133,765          | \$360,627          | \$494,392                     |
| Tomball ISD  | \$135,496          | \$349,789          | \$485,285                     |
| Lone Star Community College                                  | \$41,782           | \$113,647          | \$155,428                     |
| Port of Houston  | \$3,841            | \$10,447           | \$14,288                      |
| Harris County Emergency Services District 8                  | \$37,596           | \$102,261          | \$139,856                     |
| Harris County Hospital District                              | \$64,614           | \$175,752          | \$240,366                     |
| Harris County Department of Education                        | \$1,935            | \$5,264            | \$7,199                       |
| Harris County Flood Control                                  | \$12,178           | \$33,124           | \$45,302                      |
|  | <b>\$600,373</b>   | <b>\$1,581,693</b> | <b>\$2,182,066</b>            |

The remainder of this report will focus on only the economic and fiscal impact associated with the expansion.

**Economic Impact Overview**

The table below summarizes the economic impact of the project over the first 10 years in terms of job creation, salaries paid to workers, and taxable sales.

| SUMMARY OF ECONOMIC IMPACT OVER 10 YEARS IN CITY OF TOMBALL |              |              |                     |
|---|--------------|--------------|---------------------|
| IMPACT  | DIRECT       | SPIN-OFF     | TOTAL               |
| Jobs  | 40.0         | 66.8         | <b>106.8</b>        |
| Annual Salaries/Wages at Full Ops (Yr 2)                    | \$1,615,370  | \$1,869,144  | <b>\$3,484,514</b>  |
| Salaries/Wages over 10 Years                                | \$16,998,831 | \$19,669,348 | <b>\$36,668,179</b> |
| Taxable Sales/Purchases in City of Tomball                  | \$3,628,991  | \$245,867    | <b>\$3,874,858</b>  |

Totals may not sum due to rounding

| SUMMARY OF POPULATION IMPACT OVER 10 YEARS IN CITY OF TOMBALL |        |          |            |
|---|--------|----------|------------|
| IMPACT  | DIRECT | SPIN-OFF | TOTAL      |
| Workers who will move to City of Tomball                      | 1.1    | 1.9      | <b>3.0</b> |
| New residents in City of Tomball                              | 2.9    | 4.9      | <b>7.8</b> |
| New residential properties constructed in City of Tomball     | 0.2    | 0.3      | <b>0.4</b> |
| New students to attend local school district                  | 0.6    | 0.9      | <b>1.5</b> |

Item 11.

Totals may not sum due to rounding

The new taxable property to be supported by the Project over the next 10 years is summarized in the following table.

| SUMMARY OF TAXABLE PROPERTY OVER THE FIRST 10 YEARS IN CITY OF TOMBALL |                          |           |              |             |             |                          |                     |
|--|--------------------------|-----------|--------------|-------------|-------------|--------------------------|---------------------|
| YR.  | NEW RESIDENTIAL PROPERTY | LAND      | BUILDINGS... | FF&E        | INVENTORIES | NON-RESIDENTIAL PROPERTY | TOTAL PROPERTY      |
| 1  | \$35,607                 | \$750,000 | \$4,250,000  | \$2,500,000 | \$2,500,000 | \$10,000,000             | <b>\$10,035,607</b> |
| 2  | \$96,851                 | \$765,000 | \$4,335,000  | \$2,250,000 | \$2,535,000 | \$9,885,000              | <b>\$9,981,851</b>  |
| 3  | \$98,788                 | \$780,300 | \$4,421,700  | \$2,000,000 | \$2,570,490 | \$9,772,490              | <b>\$9,871,278</b>  |
| 4  | \$100,764                | \$795,906 | \$4,510,134  | \$1,750,000 | \$2,606,477 | \$9,662,517              | <b>\$9,763,281</b>  |
| 5  | \$102,779                | \$811,824 | \$4,600,337  | \$1,500,000 | \$2,642,968 | \$9,555,128              | <b>\$9,657,908</b>  |
| 6  | \$104,835                | \$828,061 | \$4,692,343  | \$1,250,000 | \$2,679,969 | \$9,450,373              | <b>\$9,555,208</b>  |
| 7  | \$106,932                | \$844,622 | \$4,786,190  | \$1,000,000 | \$2,717,489 | \$9,348,301              | <b>\$9,455,232</b>  |
| 8  | \$109,070                | \$861,514 | \$4,881,914  | \$750,000   | \$2,755,533 | \$9,248,962              | <b>\$9,358,032</b>  |
| 9  | \$111,252                | \$878,745 | \$4,979,552  | \$500,000   | \$2,794,111 | \$9,152,408              | <b>\$9,263,660</b>  |
| 10   | \$113,477                | \$896,319 | \$5,079,143  | \$500,000   | \$2,833,229 | \$9,308,691              | <b>\$9,422,168</b>  |

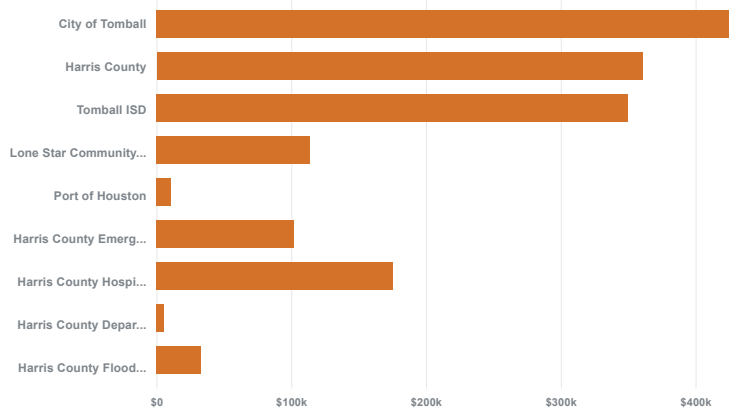
### Fiscal Impact Overview

The Project will generate additional benefits and costs, a summary of which is provided below. The source of specific benefits and costs are provided in greater detail for each taxing district on subsequent pages.

| FISCAL NET BENEFITS OVER THE NEXT 10 YEARS  |                    |                      |                    |                    |
|---|--------------------|----------------------|--------------------|--------------------|
|   | BENEFITS           | COSTS                | NET BENEFITS       | PRESENT VALUE*     |
| City of Tomball                             | \$808,869          | (\$378,087)          | \$430,783          | \$340,197          |
| Harris County                               | \$483,218          | (\$122,592)          | \$360,627          | \$279,829          |
| Tomball ISD                                 | \$1,319,860        | (\$970,071)          | \$349,789          | \$270,810          |
| Lone Star Community College                 | \$113,647          | \$0                  | \$113,647          | \$87,874           |
| Port of Houston                             | \$10,447           | \$0                  | \$10,447           | \$8,078            |
| Harris County Emergency Services District 8 | \$102,261          | \$0                  | \$102,261          | \$79,070           |
| Harris County Hospital District             | \$175,752          | \$0                  | \$175,752          | \$135,895          |
| Harris County Department of Education       | \$5,264            | \$0                  | \$5,264            | \$4,070            |
| Harris County Flood Control                 | \$33,124           | \$0                  | \$33,124           | \$25,612           |
| <b>Total</b>                                | <b>\$3,052,442</b> | <b>(\$1,470,749)</b> | <b>\$1,581,693</b> | <b>\$1,231,435</b> |

\*The Present Value of Net Benefits expresses the future stream of net benefits received over several years as a single value in today's dollars. Today's dollar and a dollar to be received at differing times in the future are not comparable because of the time value of money. The time value of money is the interest rate or each taxing entity's discount rate. This analysis uses a discount rate of 5.0% to make the dollars comparable.

Net Benefits Over the Next 10 Years



A summary of the total Public Support modeled in this analysis is shown below.

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| VALUE OF PUBLIC SUPPORT UNDER CONSIDERATION |                   |                 |
|---|-------------------|-----------------|
|   | NON-TAX INCENTIVE | TOTAL           |
| City of Tomball                             | \$71,181          | \$71,181        |
| Harris County                               | \$0               | \$0             |
| Tomball ISD                                 | \$0               | \$0             |
| Lone Star Community College                 | \$0               | \$0             |
| Port of Houston                             | \$0               | \$0             |
| Harris County Emergency Services District 8 | \$0               | \$0             |
| Harris County Hospital District             | \$0               | \$0             |
| Harris County Department of Education       | \$0               | \$0             |
| Harris County Flood Control                 | \$0               | \$0             |
| <b>Total</b>                                | <b>\$71,181</b>   | <b>\$71,181</b> |

### City of Tomball Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by City of Tomball over the next 10 years of the Project.

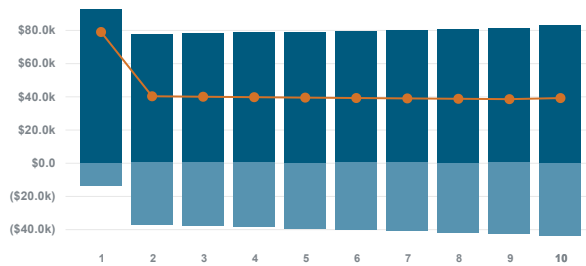
| NET BENEFITS OVER 10 YEARS: CITY OF TOMBALL |                    |                   |                    |
|---|--------------------|-------------------|--------------------|
| BENEFITS                                    | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Sales Taxes                                 | \$69,403           | \$9,167           | \$78,570           |
| Real Property Taxes                         | \$184,975          | \$0               | \$184,975          |
| FF&E Property Taxes                         | \$47,301           | \$0               | \$47,301           |
| Inventory Property Taxes                    | \$89,990           | \$0               | \$89,990           |
| New Residential Property Taxes              | \$0                | \$3,312           | \$3,312            |
| Hotel Occupancy Taxes                       | \$9,581            | \$0               | \$9,581            |
| Building Permits and Fees                   | \$15,000           | \$0               | \$15,000           |
| Utility Revenue                             | \$230,861          | \$44,395          | \$275,255          |
| Utility Franchise Fees                      | \$14,455           | \$2,779           | \$17,233           |
| Miscellaneous Taxes and User Fees           | \$73,512           | \$14,140          | \$87,652           |
| <b>Benefits Subtotal</b>                    | <b>\$735,077</b>   | <b>\$73,792</b>   | <b>\$808,869</b>   |
| COSTS                                       | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Cost of Government Services                 | (\$85,076)         | (\$16,332)        | (\$101,407)        |
| Cost of Utility Services                    | (\$232,100)        | (\$44,580)        | (\$276,680)        |
| <b>Costs Subtotal</b>                       | <b>(\$317,175)</b> | <b>(\$60,911)</b> | <b>(\$378,087)</b> |
| <b>Net Benefits</b>                         | <b>\$417,902</b>   | <b>\$12,881</b>   | <b>\$430,783</b>   |

Annual Fiscal Net Benefits for City of Tomball

**BENEFITS**  
\$808,869

**COSTS**  
(\$378,087)

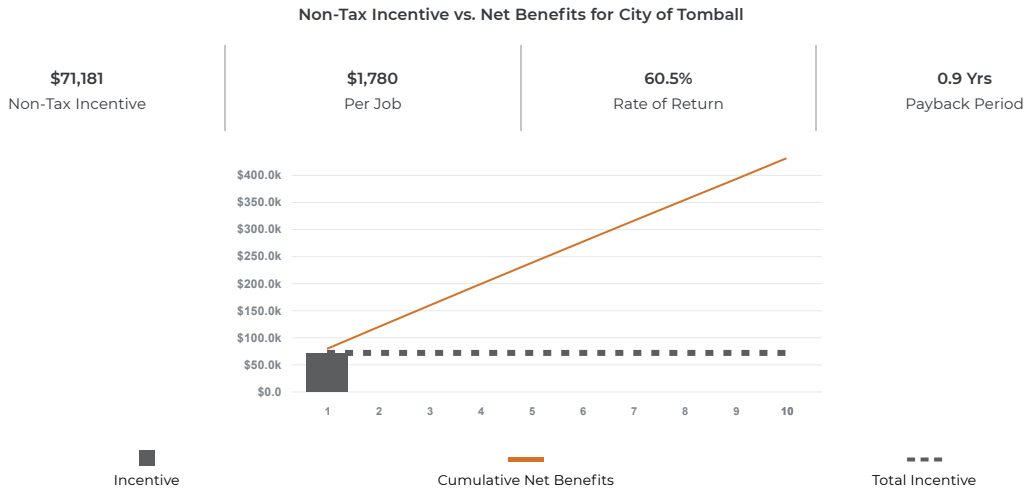
**NET BENEFITS**  
\$430,783



Non-Tax Incentives

The graph below depicts the non-tax incentives modeled in this analysis versus the cumulative net benefits to City of Tomball. The intersection indicates the length of time until the incentives are paid

Item 11.

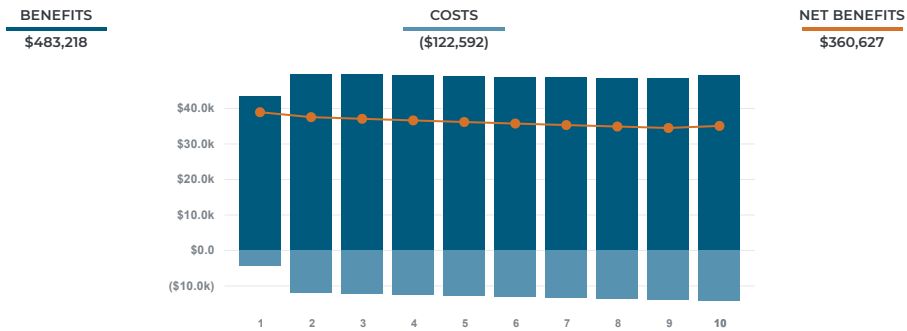


Harris County Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY |                   |                   |                    |
|---|-------------------|-------------------|--------------------|
| BENEFITS                                  | PROJECT           | HOUSEHOLDS        | TOTAL              |
| Real Property Taxes                       | \$214,155         | \$0               | \$214,155          |
| FF&E Property Taxes                       | \$54,762          | \$0               | \$54,762           |
| Inventory Property Taxes                  | \$104,187         | \$0               | \$104,187          |
| New Residential Property Taxes            | \$0               | \$39,271          | \$39,271           |
| Hotel Occupancy Taxes                     | \$2,737           | \$0               | \$2,737            |
| Miscellaneous Taxes and User Fees         | \$18,584          | \$49,522          | \$68,106           |
| <b>Benefits Subtotal</b>                  | <b>\$394,425</b>  | <b>\$88,793</b>   | <b>\$483,218</b>   |
| COSTS                                     | PROJECT           | HOUSEHOLDS        | TOTAL              |
| Cost of Government Services               | (\$33,452)        | (\$89,139)        | (\$122,592)        |
| <b>Costs Subtotal</b>                     | <b>(\$33,452)</b> | <b>(\$89,139)</b> | <b>(\$122,592)</b> |
| <b>Net Benefits</b>                       | <b>\$360,973</b>  | <b>(\$347)</b>    | <b>\$360,627</b>   |

Annual Fiscal Net Benefits for Harris County



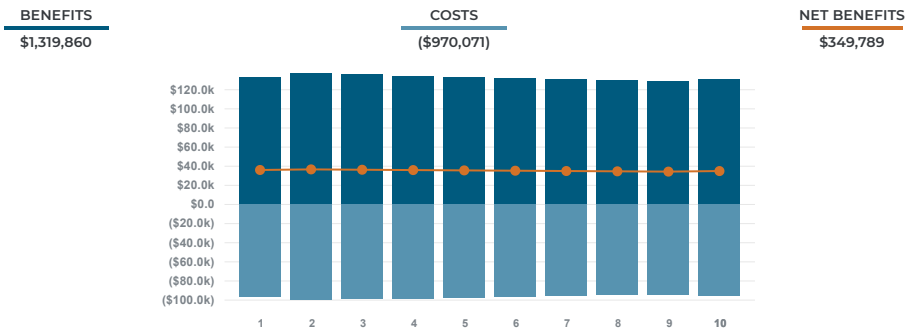
## Tomball ISD Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Tomball ISD over the next 10 years of the Project.

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| NET BENEFITS OVER 10 YEARS: TOMBALL ISD |                    |                   |                    |
|---|--------------------|-------------------|--------------------|
| BENEFITS                                | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Real Property Taxes                     | \$706,257          | \$0               | \$706,257          |
| FF&E Property Taxes                     | \$180,600          | \$0               | \$180,600          |
| Inventory Property Taxes                | \$343,595          | \$0               | \$343,595          |
| New Residential Property Taxes          | \$0                | \$40,209          | \$40,209           |
| Addtl. State & Federal School Funding   | \$0                | \$49,199          | \$49,199           |
| <b>Benefits Subtotal</b>                | <b>\$1,230,452</b> | <b>\$89,408</b>   | <b>\$1,319,860</b> |
| COSTS                                   | PROJECT            | HOUSEHOLDS        | TOTAL              |
| Cost to Educate New Students            | \$0                | (\$43,759)        | (\$43,759)         |
| Reduction in State School Funding       | (\$896,999)        | (\$29,312)        | (\$926,312)        |
| <b>Costs Subtotal</b>                   | <b>(\$896,999)</b> | <b>(\$73,071)</b> | <b>(\$970,071)</b> |
| <b>Net Benefits</b>                     | <b>\$333,452</b>   | <b>\$16,337</b>   | <b>\$349,789</b>   |

Annual Fiscal Net Benefits for Tomball ISD



## Lone Star Community College Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Lone Star Community College over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: LONE STAR COMMUNITY COLLEGE |                  |                 |                  |
|---|------------------|-----------------|------------------|
| BENEFITS  | PROJECT          | HOUSEHOLDS      | TOTAL            |
| Real Property Taxes                                     | \$59,019         | \$0             | \$59,019         |
| FF&E Property Taxes                                     | \$15,092         | \$0             | \$15,092         |
| Inventory Property Taxes                                | \$28,713         | \$0             | \$28,713         |
| New Residential Property Taxes                          | \$0              | \$10,823        | \$10,823         |
| <b>Benefits Subtotal</b>                                | <b>\$102,824</b> | <b>\$10,823</b> | <b>\$113,647</b> |
| COSTS   | PROJECT          | HOUSEHOLDS      | TOTAL            |
| None Estimated  | \$0              | \$0             | \$0              |
| <b>Costs Subtotal</b>                                   | <b>\$0</b>       | <b>\$0</b>      | <b>\$0</b>       |
| <b>Net Benefits</b>                                     | <b>\$102,824</b> | <b>\$10,823</b> | <b>\$113,647</b> |

Annual Fiscal Net Benefits for Lone Star Community College



**Port of Houston Fiscal Impact**

The table below displays the estimated additional benefits, costs, and net benefits to be received by Port of Houston over the next 10 years of the Project.

**Item 11.**

| NET BENEFITS OVER 10 YEARS: PORT OF HOUSTON |                |              |                 |
|---|----------------|--------------|-----------------|
| BENEFITS                                    | PROJECT        | HOUSEHOLDS   | TOTAL           |
| Real Property Taxes                         | \$5,426        | \$0          | \$5,426         |
| FF&E Property Taxes                         | \$1,387        | \$0          | \$1,387         |
| Inventory Property Taxes                    | \$2,640        | \$0          | \$2,640         |
| New Residential Property Taxes              | \$0            | \$995        | \$995           |
| <b>Benefits Subtotal</b>                    | <b>\$9,453</b> | <b>\$995</b> | <b>\$10,447</b> |
| COSTS                                       | PROJECT        | HOUSEHOLDS   | TOTAL           |
| None Estimated                              | \$0            | \$0          | \$0             |
| <b>Costs Subtotal</b>                       | <b>\$0</b>     | <b>\$0</b>   | <b>\$0</b>      |
| <b>Net Benefits</b>                         | <b>\$9,453</b> | <b>\$995</b> | <b>\$10,447</b> |

Annual Fiscal Net Benefits for Port of Houston

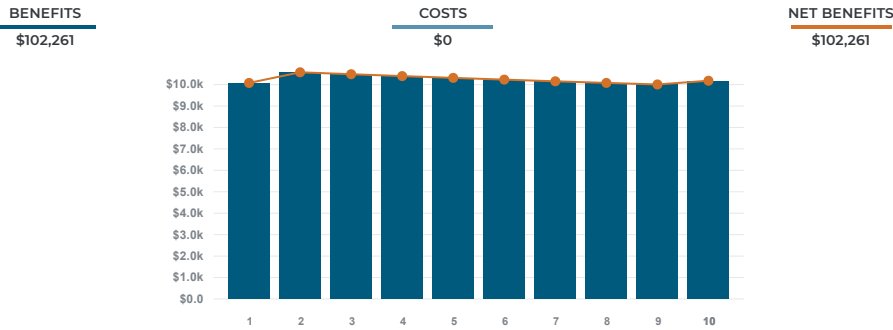


**Harris County Emergency Services District 8 Fiscal Impact**

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Emergency Services District 8 over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY EMERGENCY SERVICES DISTRICT 8 |                 |                |                  |
|---|-----------------|----------------|------------------|
| BENEFITS  | PROJECT         | HOUSEHOLDS     | TOTAL            |
| Real Property Taxes   | \$53,106        | \$0            | \$53,106         |
| FF&E Property Taxes   | \$13,580        | \$0            | \$13,580         |
| Inventory Property Taxes  | \$25,836        | \$0            | \$25,836         |
| New Residential Property Taxes  | \$0             | \$9,738        | \$9,738          |
| <b>Benefits Subtotal</b>  | <b>\$92,522</b> | <b>\$9,738</b> | <b>\$102,261</b> |
| COSTS   | PROJECT         | HOUSEHOLDS     | TOTAL            |
| None Estimated  | \$0             | \$0            | \$0              |
| <b>Costs Subtotal</b>   | <b>\$0</b>      | <b>\$0</b>     | <b>\$0</b>       |
| <b>Net Benefits</b>   | <b>\$92,522</b> | <b>\$9,738</b> | <b>\$102,261</b> |

Annual Fiscal Net Benefits for Harris County Emergency Services District 8



## Harris County Hospital District Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Hospital District over the next 10 years of the Project.

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| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY HOSPITAL DISTRICT |                  |                 |                  |
|---|------------------|-----------------|------------------|
| BENEFITS  | PROJECT          | HOUSEHOLDS      | TOTAL            |
| Real Property Taxes   | \$91,271         | \$0             | \$91,271         |
| FF&E Property Taxes   | \$23,339         | \$0             | \$23,339         |
| Inventory Property Taxes                                    | \$44,404         | \$0             | \$44,404         |
| New Residential Property Taxes                              | \$0              | \$16,737        | \$16,737         |
| <b>Benefits Subtotal</b>                                    | <b>\$159,014</b> | <b>\$16,737</b> | <b>\$175,752</b> |
| COSTS   | PROJECT          | HOUSEHOLDS      | TOTAL            |
| None Estimated  | \$0              | \$0             | \$0              |
| <b>Costs Subtotal</b>                                       | <b>\$0</b>       | <b>\$0</b>      | <b>\$0</b>       |
| <b>Net Benefits</b>   | <b>\$159,014</b> | <b>\$16,737</b> | <b>\$175,752</b> |

Annual Fiscal Net Benefits for Harris County Hospital District



## Harris County Department of Education Fiscal Impact

The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Department of Education over the next 10 years of the Project.

| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY DEPARTMENT OF EDUCATION |                |              |                |
|---|----------------|--------------|----------------|
| BENEFITS  | PROJECT        | HOUSEHOLDS   | TOTAL          |
| Real Property Taxes   | \$2,734        | \$0          | \$2,734        |
| FF&E Property Taxes   | \$699          | \$0          | \$699          |
| Inventory Property Taxes  | \$1,330        | \$0          | \$1,330        |
| New Residential Property Taxes                                    | \$0            | \$501        | \$501          |
| <b>Benefits Subtotal</b>  | <b>\$4,763</b> | <b>\$501</b> | <b>\$5,264</b> |
| COSTS   | PROJECT        | HOUSEHOLDS   | TOTAL          |
| None Estimated  | \$0            | \$0          | \$0            |
| <b>Costs Subtotal</b>   | <b>\$0</b>     | <b>\$0</b>   | <b>\$0</b>     |
| <b>Net Benefits</b>   | <b>\$4,763</b> | <b>\$501</b> | <b>\$5,264</b> |

Annual Fiscal Net Benefits for Harris County Department of Education



The table below displays the estimated additional benefits, costs, and net benefits to be received by Harris County Flood Control over the next 10 years of the Project.

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| NET BENEFITS OVER 10 YEARS: HARRIS COUNTY FLOOD CONTROL |                 |                |                 |
|---|-----------------|----------------|-----------------|
| BENEFITS  | PROJECT         | HOUSEHOLDS     | TOTAL           |
| Real Property Taxes                                     | \$17,202        | \$0            | \$17,202        |
| FF&E Property Taxes                                     | \$4,399         | \$0            | \$4,399         |
| Inventory Property Taxes                                | \$8,369         | \$0            | \$8,369         |
| New Residential Property Taxes                          | \$0             | \$3,154        | \$3,154         |
| <b>Benefits Subtotal</b>                                | <b>\$29,970</b> | <b>\$3,154</b> | <b>\$33,124</b> |
| COSTS   | PROJECT         | HOUSEHOLDS     | TOTAL           |
| None Estimated  | \$0             | \$0            | \$0             |
| <b>Costs Subtotal</b>                                   | <b>\$0</b>      | <b>\$0</b>     | <b>\$0</b>      |
| <b>Net Benefits</b>                                     | <b>\$29,970</b> | <b>\$3,154</b> | <b>\$33,124</b> |

Annual Fiscal Net Benefits for Harris County Flood Control



Methodology

Overview of Methodology

The Impact Dashboard model combines project-specific attributes with community data, tax rates, and assumptions to estimate the economic impact of the Project and the fiscal impact for local taxing districts over a 10-year period.

The economic impact as calculated in this report can be categorized into two main types of impacts. First, the direct economic impacts are the jobs and payroll directly created by the Project. Second, this economic impact analysis calculates the spin-off or indirect and induced impacts that result from the Project. Indirect jobs and salaries are created in new or existing area firms, such as maintenance companies and service firms, that may supply goods and services for the Project. In addition, induced jobs and salaries are created in new or existing local businesses, such as retail stores, gas stations, banks, restaurants, and service companies that may supply goods and services to new workers and their families.

The economic impact estimates in this report are based on the Regional Input-Output Modeling System (RIMS II), a widely used regional input-output model developed by the U. S. Department of Commerce, Bureau of Economic Analysis. The RIMS II model is a standard tool used to estimate regional economic impacts. The economic impacts estimated using the RIMS II model are generally recognized as reasonable and plausible assuming the data input into the model is accurate or based on reasonable assumptions. Impact DataSource utilizes adjusted county-level multipliers to estimate the impact occurring at the sub-county level.

Two types of regional economic multipliers were used in this analysis: an employment multiplier and an earnings multiplier. An employment multiplier was used to estimate the number of indirect and induced jobs created or supported in the area. An earnings multiplier was used to estimate the amount of salaries to be paid to workers in these new indirect and induced jobs. The employment multiplier shows the estimated number of total workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach.

| 325212 SYNTHETIC RUBBER MANUFACTURING |                         | CITY OF TOMBALL |
|---------------------------------------|-------------------------|-----------------|
| Employment Multiplier                 | (Type II Direct Effect) | 2.6698          |
| Earnings Multiplier                   | (Type II Direct Effect) | 2.1571          |

Most of the revenues estimated in this study result from calculations relying on (1) attributes of the Project, (2) assumptions to derive the value of associated taxable property or sales, and (3) local tax rates. In some cases, revenues are estimated on a per new household, per new worker, or per new school student basis.

The company or Project developer was not asked, nor could reasonably provide data for calculating some other revenues. For example, while the city will likely receive revenues from fines paid on speeding tickets given to new workers, the company does not know the propensity of its workers to speed. Therefore, some revenues are calculated using an average revenue approach.

This approach uses relies on two assumptions:

1. The taxing entity has two general revenue sources: revenues from residents and revenues from businesses.
2. The taxing entity will collect (a) about the same amount of miscellaneous taxes and user fees from each new household that results from the Project as it currently collects from existing households on average, and (b) the same amount of miscellaneous taxes and user fees from the new business (on a per worker basis) will be collected as it collects from existing businesses.

In the case of the school district, some additional state and federal revenues are estimated on a per new school student basis consistent with historical funding levels.

Additionally, this analysis sought to estimate the additional expenditures faced by local jurisdictions to provide services to new households and new businesses. A marginal cost approach was used to calculate these additional costs.

This approach relies on two assumptions:

1. The taxing entity spends money on services for two general groups: revenues from residents and revenues from businesses.
2. The taxing entity will spend slightly less than its current average cost to provide local government services (police, fire, EMS, etc.) to (a) new residents and (b) businesses on a per worker basis.

In the case of the school district, the marginal cost to educate new students was estimated based on a portion of the school's current expenditures per student and applied to the headcount of new school students resulting from the Project.

Additionally, this analysis seeks to calculate the impact on the school district's finances from the Project by generally, and at a summary level, mimicking the district's school funding formula.

According to the Texas Education Agency, any property added to local tax rolls, and the local taxes that this generates, reduces the amount of state funding equivalent to local taxes collected for maintenance and operations. The school district retains local taxes received for debt services and the corresponding state funding is not reduced. However, according to the Texas Education Agency, the school district will receive state aid for each new child that moves to the District. The additional revenues for the school district are calculated in this analysis.

About Impact DataSource

Established in 1993, Impact DataSource is an Austin, Texas-based economic consulting firm. Impact DataSource provides high-quality economic research, specializing in economic and fiscal impact analyses. The company is highly focused on supporting economic development professionals and organizations through its consulting services and software. Impact DataSource has conducted thousands of economic impact analyses of new businesses, retention and expansion projects, developments, and activities in all industry groups throughout the U.S.

For more information on Impact DataSource, LLC and our product Impact Dashboard, please visit our website [www.impactdatasource.com](http://www.impactdatasource.com)

*Item 11.*

**AGREEMENT**

THE STATE OF TEXAS           §  
  §       KNOW ALL MEN BY THESE PRESENTS:  
COUNTY OF HARRIS           §

This Agreement (the “Agreement”) is made and entered into by and between the **Tomball Economic Development Corporation**, an industrial development corporation created pursuant to the Development Corporation Act, now Chapter 501 et seq of the Texas Local Government Code, located in Harris County, Texas (the “TEDC”), and **Dicar, Inc.** (the “Company”), 1302 S. Cherry Street, Tomball, Texas 77375.

**WITNESSETH:**

**WHEREAS**, it is the established policy of the TEDC to adopt such reasonable measures from time-to-time as are permitted by law to endeavor to attract industry, create and retain primary jobs, expand the growth of the City of Tomball (the “City”), and thereby enhance the economic stability and growth of the City; and

**WHEREAS**, the Company owns a 5-acre tract of land within the City, located at 0 Hufsmith-Kohrville Road, Tomball, Texas 77375 (the “Property”), and more particularly described in Exhibit “A,” attached hereto and made a part hereof; and

**WHEREAS**, the Company plans to expend over Seven Million Five Hundred Thousand Dollars (\$7,500,000) to construct a 49,223 square foot office/warehouse facility and make other capital improvements (the “Improvements”) more particularly described in Exhibit “B” attached hereto and made a part hereof; and

**WHEREAS**, the Company proposes to relocate and maintain the current forty-seven (47) employees and create forty (40) new employment positions at the Property in conjunction with the expansion of its business operations at the Property; and

**WHEREAS**, the TEDC agrees to provide to the Company the sum of Seventy-One Thousand One Hundred Eighty-One Dollars (\$71,181.00) to assist in the construction of the Improvements, the retention of forty-seven (47) full-time jobs, and the addition of the forty (40) new full-time jobs at the Property; and

**WHEREAS**, the Company has agreed, in exchange and as consideration for the funding, to satisfy and comply with certain terms and conditions; and

**WHEREAS**, this expenditure is found by the Board of Directors of the TEDC to be required or suitable for the promotion and development of new or expanded business enterprises at the Property; and

**NOW, THEREFORE**, in consideration of the premises and the mutual benefits and obligations set forth herein, including the recitals set forth above, the TEDC and the Company agree as follows:

1.

The Company covenants and agrees that it will construct the Improvements and operate and maintain the proposed business on the property for a term of at least five (5) years, and will for such term, except as provided by paragraph 4 hereof, maintain forty-seven (47) employees and create forty (40) new jobs on the Property.

2.

The Company also covenants and agrees that construction of the Improvements, the addition of the forty (40) new employees, and obtaining all necessary occupancy permits from the City shall occur within twenty-four (24) months from the Effective Date of this Agreement. Extensions of these deadlines, due to any extenuating circumstance or uncontrollable delay, may be granted at the sole discretion of the Board of Directors of the TEDC.

3.

The Company further covenants and agrees that it does not and will not knowingly employ an undocumented worker. An “undocumented worker” shall mean an individual who, at the time of employment, is not (a) lawfully admitted for permanent residence to the United States; or (b) authorized by law to be employed in that manner in the United States.

4.

In consideration of the Company's representations, promises, and covenants, TEDC agrees to grant to the Company the sum of Seventy-One Thousand, One Hundred Eighty-One Dollars (\$71,181.00) to fund a portion of the cost of the Improvements, the retention of forty-seven (47) full-time jobs, and the addition of the forty (40) new employees to the Company's business operations on the property. The TEDC agrees to distribute such funds to the Company within thirty (30) days of receipt of a letter from the Company requesting such payment, which letter shall also include: (a) a copy of the City's occupancy permit for the Improvements to the Property; (b) proof that the Company has retained and added the number of employees indicated above to its business operations on the Property, as evidenced by copies of Texas Workforce Commission form C-3 or Internal Revenue Service Form 941; (c) verification from the City acknowledging that all necessary plats, plans, and specifications have been received, reviewed, and approved; (d) certification that the Improvements have been constructed in accordance with the approved plans and specifications; and, (e) an affidavit stating that all contractors and subcontractors providing work and/or materials in the construction of the Improvements have been paid and any and all liens and claims regarding such work have been released. In the event the number of jobs originally projected is not met, the amount of the funding provided to the

Company by the TEDC will be reduced on a pro rata basis to reflect the actual number of jobs at the time of the request for disbursement of funds.

5.

It is understood and agreed by the parties that, in the event of a default by the Company on any of its obligations under this Agreement, the Company shall reimburse the TEDC the full amount paid to the Company by the TEDC, with interest at the rate equal to the 90-day Treasury Bill plus ½% per annum, within 120 days after the TEDC notifies the Company of the default. It is further understood and agreed by the parties that if the Company is convicted of a violation under 8 U.S.C. Section 1324a(f), the Company will reimburse the TEDC the full amount paid to the Company, with interest at the rate equal to the 90-day Treasury Bill plus ½% per annum, within 120 days after the TEDC notifies the Company of the violation.

The Company shall also reimburse the TEDC for any and all reasonable attorney's fees and costs incurred by the TEDC as a result of any action required to obtain reimbursement of such funds. Such reimbursement shall be due and payable thirty (30) days after the Company receives written notice of default accompanied by copies of all applicable invoices.

It is understood and agreed by the parties that, in the event of a default by the TEDC on any of its obligations under this Agreement, the Company's sole and exclusive remedy shall be limited to either a) the termination of this Agreement or b) a suit for specific performance.

6.

**Personal Liability of Public Officials:** To the extent permitted by law, no director, officer, employee or agent of the TEDC, and no officer, employee or agent of the City of Tomball, shall be personally responsible for any liability arising under or growing out of this Agreement.



10.

Except as otherwise provided in this Agreement, this Agreement shall be subject to change, amendment or modification only in writing, and by the signatures and mutual consent of the parties hereto.

11.

The failure of any party to insist in any one or more instances on the performance of any of the terms, covenants or conditions of this Agreement, or to exercise any of its rights, shall not be construed as a waiver or relinquishment of such term, covenant, or condition, or right with respect to further performance.

12.

This Agreement shall bind and benefit the respective Parties and their legal successors and shall not be assignable, in whole or in part, by any party without first obtaining written consent of the other party.

13.

In the event any one or more words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement, or the application thereof to any person, firm, corporation, or circumstance, shall be held by any court of competent jurisdiction to be invalid or unconstitutional for any reason, then the application, invalidity or unconstitutionality of such words, phrases, clauses, sentences, paragraphs, sections, or other parts of this Agreement shall be deemed to be independent of and severable from the remainder of this Agreement, and the validity of the remaining parts of this Agreement shall not be affected thereby.

IN TESTIMONY OF WHICH, THIS AGREEMENT has been executed by the parties on this \_\_\_\_\_ day of \_\_\_\_\_ 2021 (the "Effective Date").

**DICAR, INC.**

By: \_\_\_\_\_

Name: Steven A. San Filippo

Title: Chairman & Chief Operating Officer

ATTEST:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: President, Board of Directors

ATTEST:

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: Vice President, Board of Directors

**ACKNOWLEDGMENT**

THE STATE OF TEXAS   §  
  §  
COUNTY OF HARRIS   §

This instrument was acknowledged before me on the \_\_\_\_\_ day of \_\_\_\_\_ 2021, by Steven A. San Filippo, Chairman & COO, of Dicar, Inc. for and on behalf of said company.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

(SEAL)

**ACKNOWLEDGMENT**

THE STATE OF TEXAS   §  
  §  
COUNTY OF HARRIS   §

This instrument was acknowledged before me on the \_\_\_\_\_ day of \_\_\_\_\_ 2021, by \_\_\_\_\_, President of the Board of Directors of the Tomball Economic Development Corporation, for and on behalf of said Corporation.

\_\_\_\_\_  
Notary Public in and for the State of Texas

My Commission Expires: \_\_\_\_\_

(SEAL)

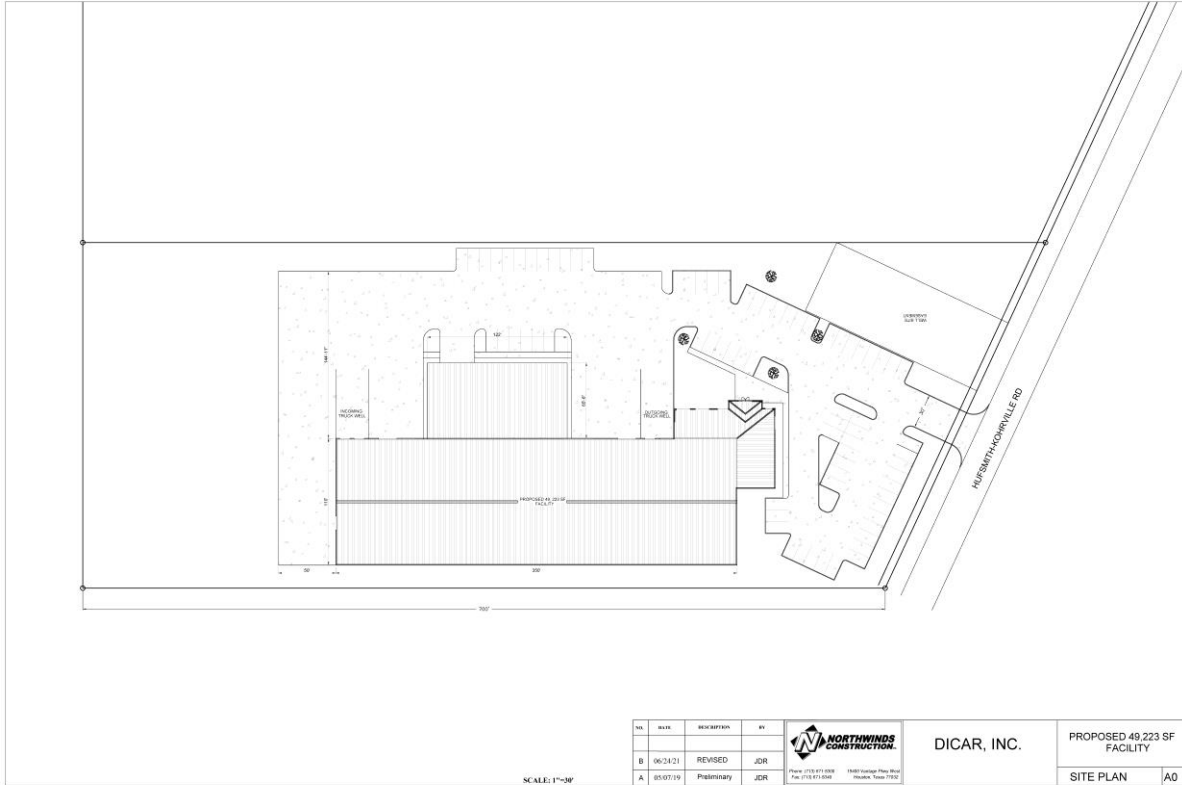
**Exhibit "A"**

**Legal Description of Property**

5-acre tract out of One (1), in Block One (1), of TOMBALL SOUTH COMMERCIAL NO. 2, a subdivision in Harris County, Texas, according to the map or plat thereof, recorded in Film Code Number 659297 of the Map Records of Harris County, Texas;

**Exhibit "A"**  
**Description of Improvements**

Construction of a 49,223 sq. ft. corporate headquarters and manufacturing facility.



| NO. | DATE     | DESCRIPTION | BY  |
|-----|----------|-------------|-----|
| B   | 06/24/21 | REVISED     | JCR |
| A   | 05/07/19 | Preliminary | JCR |



DICAR, INC.

PROPOSED 49,223 SF FACILITY

SITE PLAN A0

SCALE: 1"=30'

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Consideration and possible action by Tomball EDC to ratify approval of a real estate contract and the expenditure of funds to acquire Lots 31 and 32, block 70 (unimproved Green Street), Tomball, Texas 77375.

**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: X No: \_\_\_\_\_ If yes, specify Account Number: # Property Acquisition

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

Signed \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date



PROMULGATED BY THE TEXAS REAL ESTATE COMMISSION (TREC)

11-10-20

**UNIMPROVED PROPERTY CONTRACT**  
NOTICE: Not For Use For Condominium Transactions



1. **PARTIES:** The parties to this contract are Yakoob Moton (Seller) and TOMBALL ECONOMIC DEVELOPMENT CORPORATION (Buyer). Seller agrees to sell and convey to Buyer and Buyer agrees to buy from Seller the Property defined below.

2. **PROPERTY:** Lot 31 & 32, Block 70, Addition, City of Tomball, County of Harris, Texas, known as Lots 31 & 32 on Green Street (proposed) (address/zip code), or as described on attached exhibit together with all rights, privileges and appurtenances pertaining thereto, including but not limited to: water rights, claims, permits, strips and gores, easements, and cooperative or association memberships (Property).  
**RESERVATIONS:** Any reservation for oil, gas, or other minerals, water, timber, or other interests is made in accordance with an attached addendum.

3. **SALES PRICE:**  
A. Cash portion of Sales Price payable by Buyer at closing. . . . . \$ 75,000.00  
B. Sum of all financing described in the attached:  Third Party Financing Addendum,  Loan Assumption Addendum,  Seller Financing Addendum. . . . . \$  
C. Sales Price (Sum of A and B) . . . . . \$ 75,000.00

4. **LEASES:**  
A. Except as disclosed in this contract, Seller is not aware of any leases affecting the Property. After the Effective Date, Seller may not, without Buyer's written consent, create a new lease, amend any existing lease, or convey any interest in the Property.  
B. **NATURAL RESOURCE LEASES:** "Natural Resource Lease" means an existing oil and gas, mineral, water, wind, or other natural resource lease affecting the Property to which Seller is a party. Seller  is  is not a party to a Natural Resource Lease. If Seller is a party to a Natural Resource Lease, check one of the following:  
 (1) Seller has delivered to Buyer a copy of all the Natural Resource Leases.  
 (2) Seller has not delivered to Buyer a copy of all the Natural Resource Leases. Seller shall provide to Buyer a copy of all the Natural Resource Leases within 3 days after the Effective Date. Buyer may terminate the contract within \_\_\_\_\_ days after the date the Buyer receives all the Natural Resource Leases and the earnest money shall be refunded to Buyer.

5. **EARNEST MONEY AND TERMINATION OPTION:**  
A. **DELIVERY OF EARNEST MONEY AND OPTION FEE:** Within 3 days after the Effective Date, Buyer must deliver to Stewart Title - Tomball; Jane Mathews, as escrow agent, at 14080 FM 2920, Suite E, Tomball, TX 77377 (address): \$ 1,000.00 as earnest money and \$ \_\_\_\_\_ as the Option Fee. The earnest money and Option Fee shall be made payable to escrow agent and may be paid separately or combined in a single payment.  
(1) Buyer shall deliver additional earnest money of \$ \_\_\_\_\_ to escrow agent within \_\_\_\_\_ days after the Effective Date of this contract.  
(2) If the last day to deliver the earnest money, Option Fee, or the additional earnest money falls on a Saturday, Sunday, or legal holiday, the time to deliver the earnest money, Option Fee, or the additional earnest money, as applicable, is extended until the end of the next day that is not a Saturday, Sunday, or legal holiday.  
(3) The amount(s) escrow agent receives under this paragraph shall be applied first to the Option Fee, then to the earnest money, and then to the additional earnest money.  
(4) Buyer authorizes escrow agent to release and deliver the Option Fee to Seller at any time without further notice to or consent from Buyer, and releases escrow agent from liability for delivery of the Option Fee to Seller. The Option Fee will be credited to the Sales Price at closing. **WAIVED**

B. **TERMINATION OPTION:** ~~For nominal consideration, the receipt of which Seller acknowledges, and Buyer's agreement to pay the Option Fee within the time required, Seller grants Buyer the unrestricted right to terminate this contract by giving notice of termination to Seller within \_\_\_\_\_ days after the Effective Date of this contract (Option Period). Notice under this paragraph must be given by 5:00 p.m. local time where the Property is located by the date specified. If Buyer gives notice of termination within the time prescribed: (i) the Option Fee will not be refunded and escrow agent shall release any Option Fee remaining with escrow agent to Seller and (ii) any earnest money will be refunded to Buyer.~~

TXR 1607 Initialed for Identification by Buyer EV and Seller YM TREC NO. 9-14

- C. FAILURE TO TIMELY DELIVER EARNEST MONEY: If Buyer fails to deliver the earnest money within the time required, Seller may terminate this contract or exercise Seller's remedies under Paragraph 15, or both, by providing notice to Buyer before Buyer delivers the earnest money.
- D. FAILURE TO TIMELY DELIVER OPTION FEE: If no dollar amount is stated as the Option Fee or if Buyer fails to deliver the Option Fee within the time required, Buyer shall not have the unrestricted right to terminate this contract under this Paragraph 5.
- E. TIME: Time is of the essence for this paragraph and strict compliance with the time for performance is required.
- 6. TITLE POLICY AND SURVEY:
  - A. TITLE POLICY: Seller shall furnish to Buyer at  Seller's  Buyer's expense an owner's policy of title insurance (Title Policy) issued by Stewart Title Guaranty Company (Title Company) in the amount of the Sales Price, dated at or after closing, insuring Buyer against loss under the provisions of the Title Policy, subject to the promulgated exclusions (including existing building and zoning ordinances) and the following exceptions:
    - (1) Restrictive covenants common to the platted subdivision in which the Property is located.
    - (2) The standard printed exception for standby fees, taxes and assessments.
    - (3) Liens created as part of the financing described in Paragraph 3.
    - (4) Utility easements created by the dedication deed or plat of the subdivision in which the Property is located.
    - (5) Reservations or exceptions otherwise permitted by this contract or as may be approved by Buyer in writing.
    - (6) The standard printed exception as to marital rights.
    - (7) The standard printed exception as to waters, tidelands, beaches, streams, and related matters.
    - (8) The standard printed exception as to discrepancies, conflicts, shortages in area or boundary lines, encroachments or protrusions, or overlapping improvements:
      - (i) will not be amended or deleted from the title policy; or
      - (ii) will be amended to read, "shortages in area" at the expense of  Buyer  Seller.
    - (9) The exception or exclusion regarding minerals approved by the Texas Department of Insurance.
  - B. COMMITMENT: Within 20 days after the Title Company receives a copy of this contract, Seller shall furnish to Buyer a commitment for title insurance (Commitment) and, at Buyer's expense, legible copies of restrictive covenants and documents evidencing exceptions in the Commitment (Exception Documents) other than the standard printed exceptions. Seller authorizes the Title Company to deliver the Commitment and Exception Documents to Buyer at Buyer's address shown in Paragraph 21. If the Commitment and Exception Documents are not delivered to Buyer within the specified time, the time for delivery will be automatically extended up to 15 days or 3 days before the Closing Date, whichever is earlier. If the Commitment and Exception Documents are not delivered within the time required, Buyer may terminate this contract and the earnest money will be refunded to Buyer.
  - C. SURVEY: The survey must be made by a registered professional land surveyor acceptable to the Title Company and Buyer's lender(s). (Check one box only)
    - (1) Within \_\_\_\_\_ days after the Effective Date of this contract, Seller shall furnish to Buyer and Title Company Seller's existing survey of the Property and a Residential Real Property Affidavit promulgated by the Texas Department of Insurance (T-47 Affidavit). If Seller fails to furnish the existing survey or affidavit within the time prescribed, Buyer shall obtain a new survey at Seller's expense no later than 3 days prior to Closing Date. If the existing survey or affidavit is not acceptable to Title Company or Buyer's lender(s), Buyer shall obtain a new survey at  Seller's  Buyer's expense no later than 3 days prior to Closing Date.
    - (2) Within 20 days after the Effective Date of this contract, Buyer shall obtain a new survey at Buyer's expense. Buyer is deemed to receive the survey on the date of actual receipt or the date specified in this paragraph, whichever is earlier.
    - (3) Within \_\_\_\_\_ days after the Effective Date of this contract, Seller, at Seller's expense shall furnish a new survey to Buyer.
  - D. OBJECTIONS: Buyer may object in writing to (i) defects, exceptions, or encumbrances to title; disclosed on the survey other than items 6A(1) through (7) above; or disclosed in the Commitment other than items 6A(1) through (9) above; (ii) any portion of the Property lying in a special flood hazard area (Zone V or A) as shown on the current Federal Emergency Management Agency map; or (iii) any exceptions which prohibit the following use or activity:

Buyer must object the earlier of (i) the Closing Date or (ii) 10 days after Buyer receives the Commitment, Exception Documents, and the survey. Buyer's failure to object within the time allowed will constitute a waiver of Buyer's right to object; except that the requirements in Schedule C of the Commitment are not waived. Provided Seller is not obligated to incur any expense, Seller shall cure any timely objections of Buyer or any third party lender within 15 days after Seller receives the objections (Cure Period) and the Closing Date will be extended as necessary. If objections are not cured within the Cure Period, Buyer may, by delivering notice to Seller within 5 days after the end of the Cure Period: (i) terminate this contract and the earnest money will be refunded to Buyer; or (ii) waive the objections. If Buyer does not terminate

Contract Concerning

Lots 31 &amp; 32 on Green Street (proposed), Tomball,

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(Address of Property)

within the time required, Buyer shall be deemed to have waived the objections. If the Commitment or Survey is revised or any new Exception Document(s) is delivered, Buyer may object to any new matter revealed in the revised Commitment or Survey or new Exception Document(s) within the same time stated in this paragraph to make objections beginning when the revised Commitment, Survey, or Exception Document(s) is delivered to Buyer.

## E. TITLE NOTICES:

- (1) **ABSTRACT OR TITLE POLICY:** Broker advises Buyer to have an abstract of title covering the Property examined by an attorney of Buyer's selection, or Buyer should be furnished with or obtain a Title Policy. If a Title Policy is furnished, the Commitment should be promptly reviewed by an attorney of Buyer's choice due to the time limitations on Buyer's right to object.
- (2) **MEMBERSHIP IN PROPERTY OWNERS ASSOCIATION(S):** The Property  is  is not subject to mandatory membership in a property owners association(s). If the Property is subject to mandatory membership in a property owners association(s), Seller notifies Buyer under §5.012, Texas Property Code, that, as a purchaser of property in the residential community identified in Paragraph 2 in which the Property is located, you are obligated to be a member of the property owners association(s). Restrictive covenants governing the use and occupancy of the Property and all dedicatory instruments governing the establishment, maintenance, and operation of this residential community have been or will be recorded in the Real Property Records of the county in which the Property is located. Copies of the restrictive covenants and dedicatory instruments may be obtained from the county clerk. You are obligated to pay assessments to the property owners association(s). The amount of the assessments is subject to change. Your failure to pay the assessments could result in enforcement of the association's lien on and the foreclosure of the Property. Section 207.003, Property Code, entitles an owner to receive copies of any document that governs the establishment, maintenance, or operation of a subdivision, including, but not limited to, restrictions, bylaws, rules and regulations, and a resale certificate from a property owners' association. A resale certificate contains information including, but not limited to, statements specifying the amount and frequency of regular assessments and the style and cause number of lawsuits to which the property owners' association is a party, other than lawsuits relating to unpaid ad valorem taxes of an individual member of the association. These documents must be made available to you by the property owners' association or the association's agent on your request. **If Buyer is concerned about these matters, the TREC promulgated Addendum for Property Subject to Mandatory Membership in a Property Owners Association should be used.**
- (3) **STATUTORY TAX DISTRICTS:** If the Property is situated in a utility or other statutorily created district providing water, sewer, drainage, or flood control facilities and services, Chapter 49, Texas Water Code, requires Seller to deliver and Buyer to sign the statutory notice relating to the tax rate, bonded indebtedness, or standby fee of the district prior to final execution of this contract.
- (4) **TIDE WATERS:** If the Property abuts the tidally influenced waters of the state, §33.135, Texas Natural Resources Code, requires a notice regarding coastal area property to be included in the contract. An addendum containing the notice promulgated by TREC or required by the parties must be used.
- (5) **ANNEXATION:** If the Property is located outside the limits of a municipality, Seller notifies Buyer under §5.011, Texas Property Code, that the Property may now or later be included in the extraterritorial jurisdiction of a municipality and may now or later be subject to annexation by the municipality. Each municipality maintains a map that depicts its boundaries and extraterritorial jurisdiction. To determine if the Property is located within a municipality's extraterritorial jurisdiction or is likely to be located within a municipality's extraterritorial jurisdiction, contact all municipalities located in the general proximity of the Property for further information.
- (6) **PROPERTY LOCATED IN A CERTIFICATED SERVICE AREA OF A UTILITY SERVICE PROVIDER:** Notice required by §13.257, Water Code: The real property, described in Paragraph 2, that you are about to purchase may be located in a certificated water or sewer service area, which is authorized by law to provide water or sewer service to the properties in the certificated area. If your property is located in a certificated area there may be special costs or charges that you will be required to pay before you can receive water or sewer service. There may be a period required to construct lines or other facilities necessary to provide water or sewer service to your property. You are advised to determine if the property is in a certificated area and contact the utility service provider to determine the cost that you will be required to pay and the period, if any, that is required to provide water or sewer service to your property. The undersigned Buyer hereby acknowledges receipt of the foregoing notice at or before the execution of a binding contract for the purchase of the real property described in Paragraph 2 or at closing of purchase of the real property.
- (7) **PUBLIC IMPROVEMENT DISTRICTS:** If the Property is in a public improvement district, §5.014, Property Code, requires Seller to notify Buyer as follows: As a purchaser of this parcel of real property you are obligated to pay an assessment to a municipality or county for an improvement project undertaken by a public improvement district under Chapter 372,

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Initialed for identification by Buyer

and Seller

TREC NO. 9-14

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Lots 31 &amp; 32

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Local Government Code. The assessment may be due annually or in periodic installments. More information concerning the amount of the assessment and the due dates of that assessment may be obtained from the municipality or county levying the assessment. The amount of the assessments is subject to change. Your failure to pay the assessments could result in a lien on and the foreclosure of your property.

- (8) TEXAS AGRICULTURAL DEVELOPMENT DISTRICT: The Property  is  is not located in a Texas Agricultural Development District. For additional information, contact the Texas Department of Agriculture.
- (9) TRANSFER FEES: If the Property is subject to a private transfer fee obligation, \$5,205, Property Code requires Seller to notify Buyer as follows: The private transfer fee obligation may be governed by Chapter 5, Subchapter G of the Texas Property Code.
- (10) PROPANE GAS SYSTEM SERVICE AREA: If the Property is located in a propane gas system service area owned by a distribution system retailer, Seller must give Buyer written notice as required by §141.010, Texas Utilities Code. An addendum containing the notice approved by TREC or required by the parties should be used.
- (11) NOTICE OF WATER LEVEL FLUCTUATIONS: If the Property adjoins an impoundment of water, including a reservoir or lake, constructed and maintained under Chapter 11, Water Code, that has a storage capacity of at least 5,000 acre-feet at the impoundment's normal operating level, Seller hereby notifies Buyer: "The water level of the impoundment of water adjoining the Property fluctuates for various reasons, including as a result of: (1) an entity lawfully exercising its right to use the water stored in the impoundment; or (2) drought or flood conditions."

7. PROPERTY CONDITION:

A. ACCESS, INSPECTIONS AND UTILITIES: Seller shall permit Buyer and Buyer's agents access to the Property at reasonable times. Buyer may have the Property inspected by inspectors selected by Buyer and licensed by TREC or otherwise permitted by law to make inspections. Seller at Seller's expense shall immediately cause existing utilities to be turned on and shall keep the utilities on during the time this contract is in effect.

NOTICE: Buyer should determine the availability of utilities to the Property suitable to satisfy Buyer's needs.

B. ACCEPTANCE OF PROPERTY CONDITION: "As Is" means the present condition of the Property with any and all defects and without warranty except for the warranties of title and the warranties in this contract. Buyer's agreement to accept the Property As Is under Paragraph 7B (1) or (2) does not preclude Buyer from inspecting the Property under Paragraph 7A, from negotiating repairs or treatments in a subsequent amendment, or from terminating this contract during the Option Period, if any.

(Check one box only)

- (1) Buyer accepts the Property As Is.
- (2) Buyer accepts the Property As Is provided Seller, at Seller's expense, shall complete the following specific repairs and treatments:

(Do not insert general phrases, such as "subject to inspections" that do not identify specific repairs and treatments.)

C. COMPLETION OF REPAIRS: Unless otherwise agreed in writing: (i) Seller shall complete all agreed repairs and treatments prior to the Closing Date; and (ii) all required permits must be obtained, and repairs and treatments must be performed by persons who are licensed to provide such repairs or treatments or, if no license is required by law, are commercially engaged in the trade of providing such repairs or treatments. At Buyer's election, any transferable warranties received by Seller with respect to the repairs and treatments will be transferred to Buyer at Buyer's expense. If Seller fails to complete any agreed repairs and treatments prior to the Closing Date, Buyer may exercise remedies under Paragraph 15 or extend the Closing Date up to 5 days, if necessary, for Seller to complete repairs and treatments.

D. ENVIRONMENTAL MATTERS: Buyer is advised that the presence of wetlands, toxic substances, including asbestos and wastes or other environmental hazards, or the presence of a threatened or endangered species or its habitat may affect Buyer's intended use of the Property. If Buyer is concerned about these matters, an addendum promulgated by TREC or required by the parties should be used.

E. SELLER'S DISCLOSURES: Except as otherwise disclosed in this contract, Seller has no knowledge of the following:

- (1) any flooding of the Property which has had a material adverse effect on the use of the Property;
- (2) any pending or threatened litigation, condemnation, or special assessment affecting the Property;
- (3) any environmental hazards that materially and adversely affect the Property;
- (4) any dumpsite, landfill, or underground tanks or containers now or previously located on the Property;
- (5) any wetlands, as defined by federal estate law or regulation, affecting the Property; or
- (6) any threatened or endangered species or their habitat affecting the Property.

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Initialed for identification by Buyer [Signature] and Seller [Signature]

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Contract Concerning Lots 31 & 32 on Green Street (proposed), Tomball, Page 5 of 10 11-10-20  
(Address of Property)

**8. BROKERS AND SALES AGENTS:**

A. **BROKER OR SALES AGENT DISCLOSURE:** Texas law requires a real estate broker or sales agent who is a party to a transaction or acting on behalf of a spouse, parent, child, business entity in which the broker or sales agent owns more than 10%, or a trust for which the broker or sales agent acts as a trustee or of which the broker or sales agent or the broker or sales agent's spouse, parent or child is a beneficiary, to notify the other party in writing before entering into a contract of sale. Disclose if applicable: \_\_\_\_\_

B. **BROKERS' FEES:** All obligations of the parties for payment of brokers' fees are contained in separate written agreements. **Buyer is responsible for Buyer's Brokers fee.**

**9. CLOSING:**

A. The closing of the sale will be on or before 30 days from Effective Date, \_\_\_\_\_, or within 7 days after objections made under Paragraph 6D have been cured or waived, whichever date is later (Closing Date). If either party fails to close the sale by the Closing Date, the non-defaulting party may exercise the remedies contained in Paragraph 15.

B. At closing:

- (1) Seller shall execute and deliver a general warranty deed conveying title to the Property to Buyer and showing no additional exceptions to those permitted in Paragraph 6 and furnish tax statements or certificates showing no delinquent taxes on the Property.
- (2) Buyer shall pay the Sales Price in good funds acceptable to the escrow agent.
- (3) Seller and Buyer shall execute and deliver any notices, statements, certificates, affidavits, releases, loan documents and other documents reasonably required for the closing of the sale and the issuance of the Title Policy.
- (4) There will be no liens, assessments, or security interests against the Property which will not be satisfied out of the sales proceeds unless securing the payment of any loans assumed by Buyer and assumed loans will not be in default.

**10. POSSESSION:** Seller shall deliver to Buyer possession of the Property in its present or required condition upon closing and funding.

**11. SPECIAL PROVISIONS:** (Insert only factual statements and business details applicable to the sale. TREC rules prohibit license holders from adding factual statements or business details for which a contract addendum or other form has been promulgated by TREC for mandatory use.)

A) **Buyer's obligation for performance hereunder is subject to its Board's approval and ratification of this Contract.**

B) **Facsimile, electronic or emailed signatures are deemed same as originals for purposes of formation hereunder.**

C) **Yakoob Moton advises Buyer that he is a Texas licensed real estate Broker.**

**12. SETTLEMENT AND OTHER EXPENSES:**

A. The following expenses must be paid at or prior to closing:

(1) **Expenses payable by Seller (Seller's Expenses):**

(a) Releases of existing liens, including prepayment penalties and recording fees; release of Seller's loan liability; tax statements or certificates; preparation of deed; one-half of escrow fee; and other expenses payable by Seller under this contract.

(b) Seller shall also pay an amount not to exceed \$ \_\_\_\_\_ to be applied in the following order: Buyer's Expenses which Buyer is prohibited from paying by FHA, VA, Texas Veterans Land Board or other governmental loan programs, and then to other Buyer's Expenses as allowed by the lender.

(2) **Expenses payable by Buyer (Buyer's Expenses):** Appraisal fees; loan application fees; origination charges; credit reports; preparation of loan documents; interest on the notes from date of disbursement to one month prior to dates of first monthly payments; recording fees; copies of easements and restrictions; loan title policy with endorsements required by lender; loan-related inspection fees; photos; amortization schedules; one-half of escrow fee; all prepaid items, including required premiums for flood and hazard insurance, reserve deposits for insurance, ad valorem taxes and special governmental assessments; final compliance inspection; courier fee; repair inspection; underwriting fee; wire transfer fee; expenses incident to any loan; Private Mortgage Insurance Premium (PMI), VA Loan Funding Fee, or FHA Mortgage Insurance Premium (MIP) as required by the lender; and other expenses payable by Buyer under this contract.

B. If any expense exceeds an amount expressly stated in this contract for such expense to be paid by a party, that party may terminate this contract unless the other party agrees to pay such excess. Buyer may not pay charges and fees expressly prohibited by FHA, VA, Texas Veterans Land Board or other governmental loan program regulations.

**13. PRORATIONS AND ROLLBACK TAXES:**

A. **PRORATIONS:** Taxes for the current year, interest, maintenance fees, assessments, dues and rents will be prorated through the Closing Date. The tax proration may be calculated taking into consideration any change in exemptions that will affect the current year's taxes. If taxes for the current year vary from the amount prorated at closing, the parties shall adjust the prorations when tax statements for the current year are available. If taxes are not paid at or prior to closing, Buyer shall pay taxes for the current year.

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Initialed for identification by Buyer EV

and Seller YM

TREC NO. 9-14

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Lot31&32

Contract Concerning Lots 31 & 32 on Green Street (proposed), Tomball, Page 6 of 10 11-10-20  
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- B. **ROLLBACK TAXES:** If this sale or Buyer's use of the Property after closing results in the assessment of additional taxes, penalties or interest (Assessments) for periods prior to closing, the Assessments will be the obligation of Buyer. If Assessments are imposed because of Seller's use or change in use of the Property prior to closing, the Assessments will be the obligation of Seller. Obligations imposed by this paragraph will survive closing.
14. **CASUALTY LOSS:** If any part of the Property is damaged or destroyed by fire or other casualty after the Effective Date of this contract, Seller shall restore the Property to its previous condition as soon as reasonably possible, but in any event by the Closing Date. If Seller fails to do so due to factors beyond Seller's control, Buyer may (a) terminate this contract and the earnest money will be refunded to Buyer (b) extend the time for performance up to 15 days and the Closing Date will be extended as necessary or (c) accept the Property in its damaged condition with an assignment of insurance proceeds, if permitted by Seller's insurance carrier, and receive credit from Seller at closing in the amount of the deductible under the insurance policy. Seller's obligations under this paragraph are independent of any other obligations of Seller under this contract.
15. **DEFAULT:** If Buyer fails to comply with this contract, Buyer will be in default, and Seller may (a) enforce specific performance, ~~each such relief may be provided by law, or~~ or (b) terminate this contract and receive the earnest money as liquidated damages, thereby releasing both parties from this contract. If Seller fails to comply with this contract Seller will be in default and Buyer may (a) enforce specific performance, ~~each such relief may be provided by law, or~~ or (b) terminate this contract and receive the earnest money, thereby releasing both parties from this contract.
16. **MEDIATION:** It is the policy of the State of Texas to encourage resolution of disputes through alternative dispute resolution procedures such as mediation. Any dispute between Seller and Buyer related to this contract which is not resolved through informal discussion will be submitted to a mutually acceptable mediation service or provider. The parties to the mediation shall bear the mediation costs equally. This paragraph does not preclude a party from seeking equitable relief from a court of competent jurisdiction.
17. **ATTORNEY'S FEES:** A Buyer, Seller, Listing Broker, Other Broker, or escrow agent who prevails in any legal proceeding related to this contract is entitled to recover reasonable attorney's fees and all costs of such proceeding.
18. **ESCROW:**
- A. **ESCROW:** The escrow agent is not (i) a party to this contract and does not have liability for the performance or nonperformance of any party to this contract, (ii) liable for interest on the earnest money and (iii) liable for the loss of any earnest money caused by the failure of any financial institution in which the earnest money has been deposited unless the financial institution is acting as escrow agent. Escrow agent may require any disbursement made in connection with this contract to be conditioned on escrow agent's collection of good funds acceptable to escrow agent.
- B. **EXPENSES:** At closing, the earnest money must be applied first to any cash down payment, then to Buyer's Expenses and any excess refunded to Buyer. If no closing occurs, escrow agent may: (i) require a written release of liability of the escrow agent from all parties; and (ii) require payment of unpaid expenses incurred on behalf of a party. Escrow agent may deduct authorized expenses from the earnest money payable to a party. "Authorized expenses" means expenses incurred by escrow agent on behalf of the party entitled to the earnest money that were authorized by this contract or that party.
- C. **DEMAND:** Upon termination of this contract, either party or the escrow agent may send a release of earnest money to each party and the parties shall execute counterparts of the release and deliver same to the escrow agent. If either party fails to execute the release, either party may make a written demand to the escrow agent for the earnest money. If only one party makes written demand for the earnest money, escrow agent shall promptly provide a copy of the demand to the other party. If escrow agent does not receive written objection to the demand from the other party within 15 days, escrow agent may disburse the earnest money to the party making demand reduced by the amount of unpaid expenses incurred on behalf of the party receiving the earnest money and escrow agent may pay the same to the creditors. If escrow agent complies with the provisions of this paragraph, each party hereby releases escrow agent from all adverse claims related to the disbursement of the earnest money.
- D. **DAMAGES:** Any party who wrongfully fails or refuses to sign a release acceptable to the escrow agent within 7 days of receipt of the request will be liable to the other party for (i) damages; (ii) the earnest money; (iii) reasonable attorney's fees; and (iv) all costs of suit.
- E. **NOTICES:** Escrow agent's notices will be effective when sent in compliance with Paragraph 21. Notice of objection to the demand will be deemed effective upon receipt by escrow agent.
19. **REPRESENTATIONS:** All covenants, representations and warranties in this contract survive closing. If any representation of Seller in this contract is untrue on the Closing Date, Seller will be in default. Unless expressly prohibited by written agreement, Seller may continue to show the Property and receive, negotiate and accept back up offers.
20. **FEDERAL TAX REQUIREMENTS:** If Seller is a "foreign person," as defined by Internal Revenue Code and its regulations, or if Seller fails to deliver an affidavit or a certificate of non-foreign status to Buyer that Seller is not a "foreign person," then Buyer shall withhold from the sales proceeds an amount sufficient to comply with applicable tax law and deliver the same to the

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Initialed for identification by Buyer [Signature] and Seller [Signature]

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Lot31&amp;32

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Internal Revenue Service together with appropriate tax forms. Internal Revenue Service regulations require filing written reports if currency in excess of specified amounts is received in the transaction.

21. NOTICES: All notices from one party to the other must be in writing and are effective when mailed to, hand-delivered at, or transmitted by fax or electronic transmission as follows:

To Buyer at: P.O. Box 820, Tomball, TX 77377 To Seller at: 9030 Eagle Cove Drive  
Houston, TX 77064-7017

Phone: (281)401-4086 Phone: (281)235-6468

E-mail/Fax: 281-351-7223 E-mail/Fax: yakoob.moton@gmail.com

E-mail/Fax: kviolette@tomballcredc.org E-mail/Fax: \_\_\_\_\_

22. AGREEMENT OF PARTIES: This contract contains the entire agreement of the parties and cannot be changed except by their written agreement. Addenda which are a part of this contract are (check all applicable boxes):

- Third Party Financing Addendum
- Seller Financing Addendum
- Addendum for Property Subject to Mandatory Membership In a Property Owners Association
- Buyer's Temporary Residential Lease
- Seller's Temporary Residential Lease
- Addendum for Reservation of Oil, Gas and Other Minerals
- Addendum for "Back-Up" Contract
- Addendum Concerning Right to Terminate Due to Lender's Appraisal
- Addendum for Coastal Area Property
- Environmental Assessment, Threatened or Endangered Species and Wetlands Addendum
- Addendum for Property Located Seaward of the Gulf Intracoastal Waterway
- Addendum for Sale of Other Property by Buyer
- Addendum for Property in a Propane Gas System Service Area
- Other (list): Exhibit "A" Site Map, Information About Brokerage Services

23. CONSULT AN ATTORNEY BEFORE SIGNING: TREC rules prohibit real estate license holders from giving legal advice. READ THIS CONTRACT CAREFULLY.

Buyer's Attorney is: Justin Pruitt, Olson & Olson LLP  
2727 Allen Parkway, Ste 600  
Houston, TX 77019

Seller's Attorney is: \_\_\_\_\_  
\_\_\_\_\_

Phone: (713)533-3878

Phone: \_\_\_\_\_

Fax: (713)533-3888

Fax: \_\_\_\_\_

E-mail: jpruitt@olsonllp.com

E-mail: \_\_\_\_\_

DS  
LV

DS  
YM

TXR 1607 Initialed for identification by Buyer \_\_\_\_\_ and Seller \_\_\_\_\_ TREC NO. 9-14

Contract Concerning Lots 31 & 32 on Green Street (proposed), Tomball, Page 8 of 10 11-10-20  
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EXECUTED the \_\_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_ (Effective Date).  
(BROKER: FILL IN THE DATE OF FINAL ACCEPTANCE.)

Buyer  
TOMBALL ECONOMIC DEVELOPMENT CORPORATION

DocuSigned by:  
*Yakoob Moton*  
AFF3F6298B4E4A7...  
Seller  
Yakoob Moton

DocuSigned by:  
*Kelly Violette*  
258FEC518E10C4DB...  
Buyer **Kelly Violette,**  
Executive Director

Seller



The form of this contract has been approved by the Texas Real Estate Commission. TREC forms are intended for use only by trained real estate license holders. No representation is made as to the legal validity or adequacy of any provision in any specific transactions. It is not intended for complex transactions. Texas Real Estate Commission, P.O. Box 12188, Austin, TX 78711-2188, (512) 936-3000 (<http://www.trec.texas.gov>) TREC NO. 9-14. This form replaces TREC NO. 9-13.

Contract Concerning Lots 31 & 32 on Green Street (proposed), Tomball, Page 9 of 10 11-10-20  
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**BROKER INFORMATION**  
(Print name(s) only. Do not sign)

Colliers International Houston Inc. 0029114 Champions Real Estate Group  
Other Broker Firm License No. Listing Broker Firm License No.

represents  Buyer only as Buyer's agent represents  Seller and Buyer as an intermediary  
 Seller as Listing Broker's subagent  Seller only as Seller's agent

Tom Condon, Jr 419324 Yakoob Moton  
Associate's Name License No. Listing Associate's Name License No.

Team Name Team Name

tom.condon.jr@colliers.com (713)830-4007 yakoob.moton@gmail.com  
Associate's Email Address Phone Listing Associate's Email Address Phone

Patrick Duffy, MCR  
Licensed Supervisor of Associate License No. Licensed Supervisor of Listing Associate License No.

1790 Hughes Landing Blvd, Ste 250  
Other Broker's Address Phone Listing Broker's Office Address Phone

The Woodlands TX 77380  
City State Zip City State Zip

Selling Associate's Name License No.

Team Name

Selling Associate's Email Address Phone

Licensed Supervisor of Selling Associate License No.

Selling Associate's Office Address

City State Zip

~~Disclosure: Pursuant to a previous, separate agreement (such as a M.C. offer of compensation or other agreement between brokers), Listing Broker has agreed to pay Other Broker a fee ( ) This disclosure is for informational purposes and does not change the previous agreement between brokers to pay or share a commission.~~

DS YM DS KV

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Contract Concerning Lots 31 & 32 on Green Street (proposed), Tomball, Page 10 of 10 11-10-20  
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**OPTION FEE RECEIPT**

Receipt of \$ \_\_\_\_\_ (Option Fee) in the form of \_\_\_\_\_  
is acknowledged.

Escrow Agent \_\_\_\_\_ Date \_\_\_\_\_

**EARNEST MONEY RECEIPT**

Receipt of \$ \_\_\_\_\_ Earnest Money in the form of \_\_\_\_\_  
is acknowledged.

Escrow Agent \_\_\_\_\_ Received by \_\_\_\_\_ Email Address \_\_\_\_\_ Date/Time \_\_\_\_\_

Address \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Fax \_\_\_\_\_

**CONTRACT RECEIPT**

Receipt of the Contract is acknowledged.

Escrow Agent \_\_\_\_\_ Received by \_\_\_\_\_ Email Address \_\_\_\_\_ Date \_\_\_\_\_

Address \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Fax \_\_\_\_\_

**ADDITIONAL EARNEST MONEY RECEIPT**

Receipt of \$ \_\_\_\_\_ additional Earnest Money in the form of \_\_\_\_\_  
is acknowledged.

Escrow Agent \_\_\_\_\_ Received by \_\_\_\_\_ Email Address \_\_\_\_\_ Date/Time \_\_\_\_\_

Address \_\_\_\_\_ Phone \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Fax \_\_\_\_\_

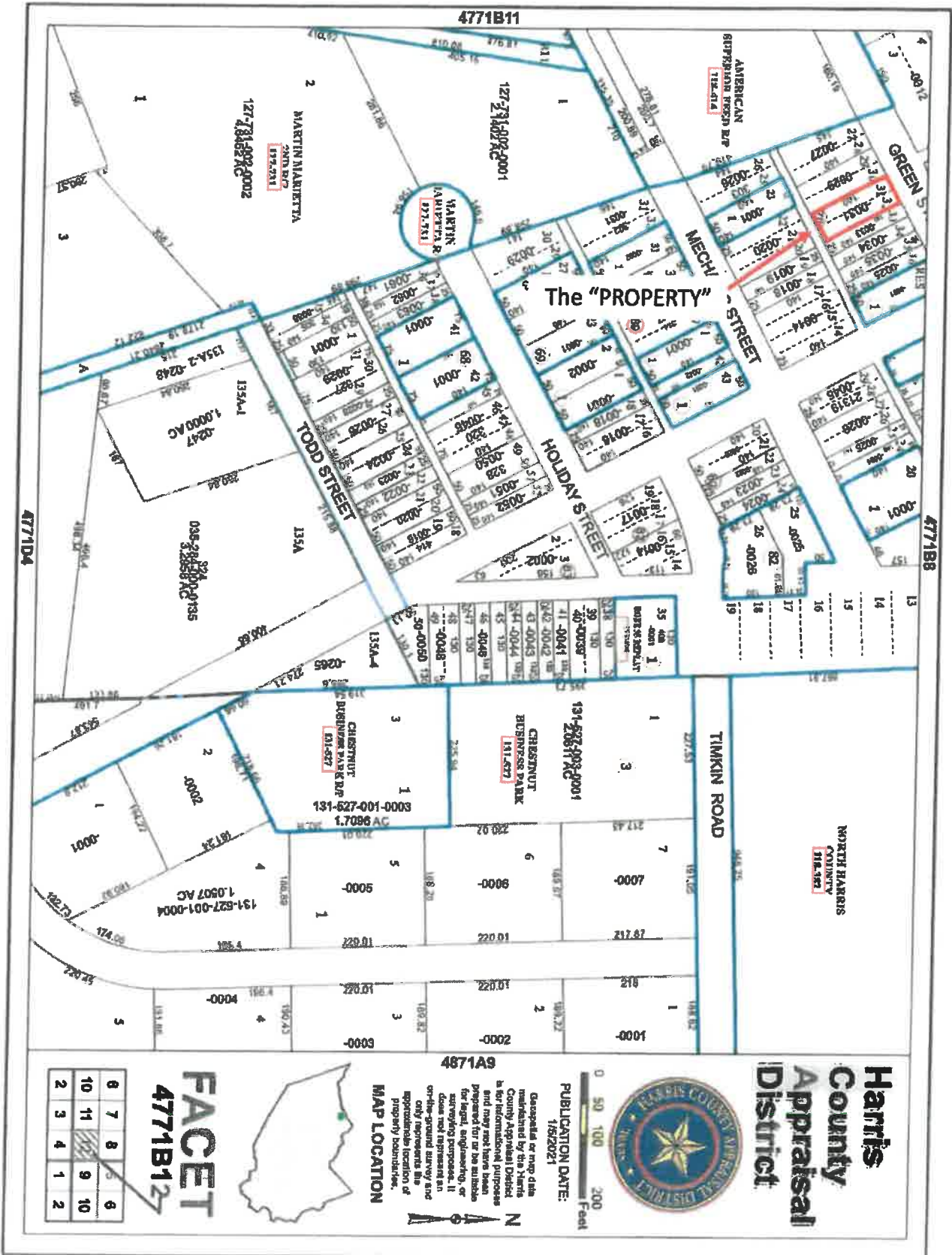
TXR 1607

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KV

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### Exhibit "A" Site Map; Moton Lots



Not to scale; for illustrative purposes only.

DS  
YM

DS  
KV



# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

TEDC Quarterly update on 2021-2022 Strategic Work Plan.

**Background:**

**Origination:** Kelly Violette, Executive 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



## 2021-2022 STRATEGIC PLAN: QUARTERLY UPDATE

### GOAL 1: 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.
2. Conduct an annual online business survey to identify and manage business needs.
3. Assist Tomball companies that have been in or need recovery and resilience planning:
  - a. Identify business (by sector) that have success stories and share them.
  - b. Create documentation of business lessons learned for future disaster situations.
  - c. Create segmentation discussion groups that can be immediately launched in case of next emergency situation.
  - d. Proactively decide course of action for each disaster: immediate, ongoing, post-disaster.
  - e. Continually update the Tomball Together website and promote it as a primary resource for business recovery.
4. Produce programming that meets the needs of the existing industry leaders in Tomball.
  - a. Host events as safely available.

- b. Consider business owner networking evening event.
  - c. Intentionally celebrate Tomball's legacy businesses and milestone anniversary dates.
5. Acquire customer relationship management (CRM) software and develop a comprehensive database.

---

## STATUS/UPDATES

- Twenty site visits have been conducted with the necessary follow up from each visit.
- Staff has identified four additional Success Stories to be added to the TEDC Website. These will be updated quarterly.
- A TEDC survey will be sent out Q4 of 2021.
- Staff continues to update the Tomball Together Website with pertinent information.
- Staff has executed an agreement with EDOiQ a CRM software platform and has begun adding content.
- Staff is considering a business networking event for Q4 of 2021.

---

## GOAL 2: ATTRACTION AND RECRUITMENT

### *RECRUIT AND SECURE NEW BUSINESSES/INDUSTRY THAT ARE SUITABLE FOR TOMBALL.*

1. Use Target Industry Analysis (TIA) to develop marketing and branding materials that respond to the key information needs of site selectors and appeal to the 5 industries identified in TIA: Advanced Manufacturing, Energy, Food Manufacturing, Healthcare & R&D, & High Tech.
2. Continue developing and maintaining relationships with businesses, site selectors, brokers, and developers.
3. Explore opportunities and partnerships that support the creation of a business innovation center.
4. To have 80% of available Business & Technology Park property sold or under contract.
5. Explore needed infrastructure in target areas: identify where might TEDC need to invest and entities which to

partner.

6. Attend trade shows and industry events that provide opportunities to market to key industry decision makers.

---

## STATUS/UPDATES

- Staff is working with a graphic designer to update all marketing materials for FY2021-22. All ads will have a focus on our top 5 industries from the TIA. (Advanced Manufacturing, Energy, Food Manufacturing, Healthcare and R&D, and High Tech)
- Staff continues to work with businesses, site selectors, developers, and area partners.
- Staff has engaged The Retail Coach to assist with developer/retail recruitment. Monthly updates/reports are received on retail activity and progress.
- 62% of TBTP property is sold.
- The TEDC continues to work with Method Architecture for conceptual design services for the Live Oak Business Park site. Master planning and concept design is currently underway.

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## GOAL 3: 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.
2. Facilitate the redevelopment of the South Live Oak Business Park.
3. Invest in strategic anchor projects that have the potential to catalyze development in Old Town.
4. Continue to promote incentives and explore additional ways to encourage upgrades to properties in Old Town.
5. Work with Old Town merchants, business owners, and property owners to market available properties and investment

opportunities.

6. Continue to partner with the Tomball Chamber to develop and execute a Shop Local initiative leveraging #TomballTogether branding.
7. Visit merchants and business owners in Old Town to determine needs and promote TEDC programs.

---

## STATUS/UPDATES

- Staff has met with the Community Development Director and Project Engineers to walk the alleyways and Board of Directors have met with Tomball City Council to review and consider alleyway improvements.
- Staff continues to work with Method Architecture through the process of master planning the South Live Oak Business Park.
- Staff partnered with GTACC to host the 10 Days of Tomball Together Shop Local initiative. The event took place April 30, 2021 – May 9, 2021.
- Staff has designed streetlight banner poles for the Old Town area to encourage the shop local initiative. These will go up as the high school graduates are taken down.
- Digital Marketing Campaigns have been updated and continue to promote the Business Improvement and the Façade Improvement Grant Programs.

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## GOAL 4: INNOVATION AND ENTREPRENEURSHIP

### *TO CREATE INNOVATIVE SOLUTIONS TO SUPPORT EMERGING ENTREPRENEURS*

1. Evaluate the feasibility of creating a culinary incubator space:
  - a. Consider incorporation of a food hall concept.
  - b. Continue partnership discussions with the Farmer's Market Association, Lone Star College –Tomball and Tomball ISD.

- c. Consider a small business services component that houses co-working space, meeting rooms, etc.
2. Create a Tomball Entrepreneurship Training Workshop Series to assist new and existing small business owners.
3. Continue to explore creative coworking spaces to assist emerging entrepreneurs.

---

### STATUS/UPDATES

- Feasibility Study is currently on hold due to COVID 19 impacts on the hospitality industry.
- Staff is reviewing training programs and workshop topics to assist new and existing small business owners.
- Coworking spaces are being researched and discussed with area partners.

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### GOAL 5: 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 interest.
2. Enhance existing STEAM initiative to include apprenticeships and internships in multiple businesses and industry partners.
3. Continue to work with local/regional education institutions to support job and career fairs.
4. Explore platforms to provide to Tomball ISD that virtually connect students and instructors with industry experts to showcase real-life career duties and explore various career choices.

---

### STATUS/UPDATES

- Staff continues to work with our allies to develop, discuss, and promote workforce programs that will help connect people to the training they need.
- Staff is working with LSC-Tomball Community Library on a Young Adult Learning Space.
- Staff is partnering with GTACC and 403 Eats to host a Job Fair on July 19<sup>th</sup>.
- Staff is working with TISD on virtual platforms that will connect students and instructors with industry experts.

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

The Tomball EDC will enter into a workshop session to discuss the proposed Fiscal Year 2021-2022 TEDC Budget.

**Background:**

**Origination:** TEDC By-laws

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

**Tomball Economic Development Corporation  
2021-2022 Draft Budget  
October 1, 2021 to September 30, 2022**

|   | <b>FY 2018<br/>Actuals</b> | <b>FY 2019<br/>Actuals</b> | <b>FY 2020<br/>Actuals</b> | <b>FY 2021<br/>Adopted<br/>Budget</b> | <b>FY 2021<br/>Year End<br/>Projections</b> | <b>FY 2022<br/>Proposed<br/>Budget</b> |
|---|----------------------------|----------------------------|----------------------------|---------------------------------------|---|--|
| <b>Beginning Fund Balance</b>             | \$ 17,615,063              | \$ 20,352,058              | \$ 25,243,867              | \$ 25,243,868                         | \$ 20,265,366                               | \$ 20,308,470                          |
| <b>REVENUE</b>                            |                            |                            |                            |                                       |   |  |
| Sales Tax                                 | \$ 4,135,137               | \$ 4,168,199               | \$ 4,064,895               | \$ 3,850,000                          | \$ 4,100,000                                | \$ 4,100,000                           |
| Interest                                  | 290,474                    | 551,967                    | 426,876                    | 350,000                               | 350,000                                     | 350,000                                |
| Grants                                    | 5,500                      | 5,500                      | -                          | 5,500                                 | 16,000                                      | 8,000                                  |
| Other - Land Sales and Lease Payments     | 949,334                    | 2,596,223                  | 491,055                    | -                                     | 662,747                                     | -                                      |
| <b>Total Revenue</b>                      | <b>\$ 5,380,445</b>        | <b>\$ 7,321,889</b>        | <b>\$ 4,982,826</b>        | <b>\$ 4,205,500</b>                   | <b>\$ 5,128,747</b>                         | <b>\$ 4,458,000</b>                    |
| <b>Total Available Resources</b>          | <b>\$ 22,995,508</b>       | <b>\$ 27,673,947</b>       | <b>\$ 30,226,693</b>       | <b>\$ 29,449,368</b>                  | <b>\$ 25,394,112</b>                        | <b>\$ 24,766,470</b>                   |
| <b>EXPENDITURES</b>                       |                            |                            |                            |                                       |   |  |
| <b>Administrative</b>                     |                            |                            |                            |                                       |   |  |
| <b>Salary and Benefits</b>                |                            |                            |                            |                                       |   |  |
| Salary-Executive Director                 | \$ 109,001                 | \$ 120,685                 | \$ 128,199                 | \$ 129,332                            | \$ 129,332                                  | \$ 134,533                             |
| Salary-Asst. Director                     | 69,948                     | 80,615                     | 85,644                     | 86,405                                | 86,405                                      | 89,892                                 |
| Benefits-Executive Director               | 41,871                     | 50,206                     | 47,515                     | 45,693                                | 45,693                                      | 47,340                                 |
| Benefits-Asst. Director                   | 43,465                     | 52,031                     | 53,320                     | 45,972                                | 45,972                                      | 45,972                                 |
| Salary- Coordinator                       |                            |                            |                            |                                       |   | 58,789                                 |
| Benefits- Coordinator                     |                            |                            |                            |                                       |   | 22,077                                 |
| Wages- Full-Time                          | 9,840                      | 40,527                     | 42,333                     | 42,058                                | 42,058                                      | 38,000                                 |
| Wages- Overtime                           |                            |                            | -                          | 3,024                                 | 1,500                                       | 3,000                                  |
| Benefits- Full-Time                       | 806                        | 24,281                     | 14,115                     | 18,529                                | 18,529                                      | 18,529                                 |
| <b>Total Salaries and Benefits</b>        | <b>\$ 274,930</b>          | <b>\$ 368,345</b>          | <b>\$ 371,126</b>          | <b>\$ 371,012</b>                     | <b>\$ 369,489</b>                           | <b>\$ 458,132</b>                      |
| <b>Other Personnel Expenditures</b>       |                            |                            |                            |                                       |   |  |
| Auto Allowances                           | \$ 8,400                   | \$ 8,400                   | \$ 8,400                   | \$ 8,400                              | \$ 8,400                                    | \$ 14,400                              |
| Phone Allowance - Executive Director      | 768                        | 768                        | 900                        | 900                                   | 900   | 900                                    |
| Phone Allowance - Assistant Director      | 768                        | 768                        | 900                        | 900                                   | 900   | 900                                    |
| Local Travel Expense                      | -                          | 256                        | 135                        | 400                                   | 400   | 500                                    |
| Dues and Subscriptions                    | 6,044                      | 7,514                      | 9,482                      | 9,000                                 | 9,000                                       | 10,000                                 |
| Seminar/Conference Registrations          | 7,607                      | 15,224                     | 2,928                      | 18,000                                | 11,000                                      | 18,000                                 |
| Travel and Training                       | 13,461                     | 19,527                     | 11,727                     | 30,000                                | 1,400                                       | 30,000                                 |
| <b>Total Other Personnel Expense</b>      | <b>\$ 37,048</b>           | <b>\$ 52,457</b>           | <b>\$ 34,472</b>           | <b>\$ 67,600</b>                      | <b>\$ 32,000</b>                            | <b>\$ 74,700</b>                       |
| <b>Service and Supply Expenditures</b>    |                            |                            |                            |                                       |   |  |
| Contracted Administrative Services        | \$ 25,000                  | \$ 25,000                  | \$ 25,000                  | \$ 25,000                             | \$ 25,000                                   | \$ 25,000                              |
| Bank Charges & Postage                    | 585                        | (344)                      | 1,920                      | 1,000                                 | 3,115                                       | 3,500                                  |
| Insurance                                 | 2,166                      | 1,743                      | 3,144                      | 18,000                                | 10,000                                      | 15,000                                 |
| Computer Equipment & Maintenance          | 4,592                      | 2,910                      | 4,249                      | 5,000                                 | 5,000                                       | 5,000                                  |
| Communications Services                   | 2,933                      | 3,286                      | 3,639                      | 4,500                                 | 4,500                                       | 5,200                                  |
| Legal Fees                                | 24,562                     | 7,333                      | 31,915                     | 30,000                                | 35,000                                      | 40,000                                 |
| Lease Expense-GTACC                       | 21,289                     | 22,842                     | 25,629                     | 37,000                                | 25,000                                      | 25,000                                 |
| Office Equipment & Supplies               | 1,876                      | 10,752                     | 3,557                      | 10,000                                | 5,000                                       | 10,000                                 |
| <b>Total Service and Supply Expense</b>   | <b>\$ 83,003</b>           | <b>\$ 73,522</b>           | <b>\$ 99,053</b>           | <b>\$ 130,500</b>                     | <b>\$ 112,615</b>                           | <b>\$ 128,700</b>                      |
| <b>Total Administrative Expenditures</b>  | <b>\$ 394,982</b>          | <b>\$ 494,324</b>          | <b>\$ 504,651</b>          | <b>\$ 569,112</b>                     | <b>\$ 514,104</b>                           | <b>\$ 661,532</b>                      |
| <b>Indirect Economic Development Exp.</b> |                            |                            |                            |                                       |   |  |
| Chamber Guide                             | \$ 8,354                   | \$ 8,354                   | \$ 8,354                   | \$ 8,400                              | \$ 8,400                                    | \$ 8,400                               |
| Area Street Maps                          | (3,875)                    | -                          | -                          | 3,875                                 | 3,875                                       | -                                      |
| Marketing                                 | 95,354                     | 63,450                     | 90,768                     | 87,000                                | 87,000                                      | 100,000                                |
| Economic Impact Model License             | 4,052                      | 4,174                      | 4,299                      | 4,430                                 | 4,430                                       | 4,565                                  |
| Event Sponsorships                        | 6,354                      | 6,212                      | 6,000                      | 29,000                                | 22,000                                      | 29,000                                 |
| Promotional Items                         | 4,928                      | 6,574                      | 6,515                      | 6,500                                 | 6,500                                       | 6,500                                  |
| Printing                                  | 3,978                      | 4,503                      | 6,915                      | 6,500                                 | 6,500                                       | 6,500                                  |
| Website and GIS                           | 13,397                     | 14,620                     | 31,899                     | 36,000                                | 36,299                                      | 20,000                                 |
| Professional Services                     | 102,506                    | 136,770                    | 207,560                    | 520,000                               | 250,000                                     | 500,000                                |

|                             |            |            |            |            |            |            |
|-----------------------------|------------|------------|------------|------------|------------|------------|
| Miscellaneous               | 8,065      | 15,555     | 70,834     | 15,000     | 82,000     | 15,000     |
| Total Indirect Expenditures | \$ 243,113 | \$ 260,212 | \$ 433,144 | \$ 716,705 | \$ 507,004 | \$ 689,965 |

**City Debt Service**

|  |              |            |              |              |              |              |
|--|--------------|------------|--------------|--------------|--------------|--------------|
| Southside Sewer Plant (1999 CO-2/15/2019)  | \$ 188,148   | \$ 188,148 | \$ -         | \$ -         | \$ -         | \$ -         |
| Utilities Expansion (2002 CO-2/15/2022)    | 370,000      | 370,000    | 370,000      | 370,000      | 370,000      | 370,000      |
| Business Park Infrastructure (Series 2013) | 533,613      | 91,764     | 533,462      | 535,663      | 535,663      | 537,663      |
| Medical Complex/Persimmon (Series 2016)    | -            | -          | 222,222      | 222,222      | 222,222      | 222,222      |
| Total Debt Service                         | \$ 1,091,761 | \$ 649,912 | \$ 1,125,684 | \$ 1,127,885 | \$ 1,127,885 | \$ 1,129,885 |

**Grants, Loans & Other Expenditures**

|   |            |              |            |              |              |               |
|---|------------|--------------|------------|--------------|--------------|---------------|
| Project Grants                            | \$ 335,632 | \$ 361,735   | \$ 219,848 | \$ 2,500,000 | \$ 275,000   | \$ 2,500,000  |
| Sales Tax Reimbursement Grants (380)      | 48,989     | 52,312       | 50,139     | 50,000       | 50,139       | 55,000        |
| Property Acquisition                      | -          | -            | -          | 2,500,000    | 2,150,000    | 2,500,000     |
| Business Improvement Grants- Current Year | 134,850    | 73,559       | 130,891    | 350,000      | 91,000       | 350,000       |
| Business Improvement Grants- Prior Year   | 188,879    | 91,000       | 139,082    | 215,300      | 75,900       | 255,850       |
| Old Town Façade Grants- Current Year      | -          | -            | 54,269     | 250,000      | 34,000       | 250,000       |
| Old Town Façade Grants- Prior Year        | -          | -            | -          | 130,000      | 110,610      | 200,000       |
| South Live Oak Redevelopment              | -          | -            | -          | -            | -            | 4,000,000     |
| Business Park Expenses                    | 73,720     | 434,471      | 248,644    | 775,000      | 150,000      | 300,000       |
| Total Grants/Loans/Other                  | \$ 782,070 | \$ 1,013,077 | \$ 842,873 | \$ 6,770,300 | \$ 2,936,649 | \$ 10,410,850 |

|                                    |               |               |               |                |               |                |
|------------------------------------|---------------|---------------|---------------|----------------|---------------|----------------|
| Total All Expenditures             | \$ 2,511,925  | \$ 2,417,525  | \$ 2,906,352  | \$ 9,184,002   | \$ 5,085,642  | \$ 12,892,231  |
| Revenues Over (Under) Expenditures | \$ 2,868,520  | \$ 4,904,364  | \$ 2,076,474  | \$ (4,978,502) | \$ 43,105     | \$ (8,434,231) |
| Other Income/Losses on Investments | \$ 131,524    | \$ 12,554     | \$ 9,264      |                |               |                |
| Ending Fund Balance                | \$ 20,352,059 | \$ 25,243,868 | \$ 27,311,077 | \$ 20,265,366  | \$ 20,308,470 | \$ 11,874,239  |

## TEDC Debt Service Schedule

|              | Series 1999       | Series 2002         | Series 2013            | Series 2016         | Annual Payments         |
|--------------|-------------------|---------------------|------------------------|---------------------|-------------------------|
| 2016         | \$ 188,148        | \$ 370,000          | \$ 528,012.50          |                     | \$ 1,086,160.50         |
| 2017         | \$ 188,148        | \$ 370,000          | \$ 530,912.50          |                     | \$ 1,089,060.50         |
| 2018         | \$ 188,148        | \$ 370,000          | \$ 533,612.50          |                     | \$ 1,091,760.50         |
| 2019         | \$ 188,148        | \$ 370,000          | \$ 536,112.50          |                     | \$ 1,094,260.50         |
| 2020         |                   | \$ 370,000          | \$ 533,462.50          | \$ 222,222          | \$ 1,125,684.50         |
| 2021         |                   | \$ 370,000          | \$ 535,662.50          | \$ 222,222          | \$ 1,127,884.50         |
| 2022         |                   | \$ 370,000          | \$ 537,662.50          | \$ 222,222          | \$ 1,129,884.50         |
| 2023         |                   |                     | \$ 539,462.50          | \$ 222,222          | \$ 761,684.50           |
| 2024         |                   |                     | \$ 546,012.50          | \$ 222,222          | \$ 768,234.50           |
| 2025         |                   |                     | \$ 547,312.50          | \$ 222,222          | \$ 769,534.50           |
| 2026         |                   |                     | \$ 548,412.50          | \$ 222,222          | \$ 770,634.50           |
| 2027         |                   |                     | \$ 548,737.50          | \$ 222,222          | \$ 770,959.50           |
| 2028         |                   |                     | \$ 548,275.00          | \$ 222,222          | \$ 770,497.00           |
| 2029         |                   |                     | \$ 551,925.00          | \$ 222,222          | \$ 774,147.00           |
| 2030         |                   |                     | \$ 549,056.25          | \$ 222,222          | \$ 771,278.25           |
| 2031         |                   |                     | \$ 549,600.00          | \$ 222,222          | \$ 771,822.00           |
| 2032         |                   |                     | \$ 549,075.00          | \$ 222,222          | \$ 771,297.00           |
| 2033         |                   |                     | \$ 548,100.00          | \$ 222,222          | \$ 770,322.00           |
| 2034         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2035         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2036         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2037         |                   |                     |                        | \$ 222,226          | \$ 222,226.00           |
| <b>Total</b> | <b>\$ 752,592</b> | <b>\$ 2,590,000</b> | <b>\$ 9,761,406.25</b> | <b>\$ 4,000,000</b> | <b>\$ 17,103,998.25</b> |

### 2017-2019:

Southside Sewer Plant (1999 CO-2/15/2019)  
 Utilities Expansion (2002 CO- 2/15/2022)  
 Business Park Infrastructure (Series 2013)

### 2020-2022:

Utilities Expansion (2002 CO- 2/15/2022)  
 Business Park Infrastructure (Series 2013)  
 Series 2016, Medical Complex Drive-Section 4B, Persimmon Street

### 2023-2033:

Business Park Infrastructure (Series 2013)  
 Series 2016, Medical Complex Drive-Section 4B, Persimmon Street

### 2034-2037:

Series 2016, Medical Complex Drive-Section 4B, Persimmon Street

**Tomball Economic Development Corporation**  
**FY 2021-2022 Budget**  
**Account Descriptions**

**REVENUE**

- Sales Tax: Those revenues received from the State of Texas and through the City of Tomball for the \$0.005 portion of the \$0.020 sales tax revenues collected within the City limits of Tomball.
- Interest: Those revenues received from financial institutions for balances on hand and from funds that have been invested.
- Grants: Those revenues received from additional sources such as CenterPoint Energy for support of the Corporation's activities, including the Annual Economic Outlook Event, marketing collateral, and continuing education.
- Other: Those revenues received from the sale or lease of TEDC-owned property.

**EXPENDITURES**

**Administrative:**

- Salaries - Administrative: The amount reimbursed to the City of Tomball for the salary paid to the Executive Director, Assistant Director, and Coordinator of the Tomball Economic Development Corporation. This amount includes holiday, vacation, sick, and longevity pay.
- Benefits: The amount reimbursed to the City of Tomball for the benefits paid to, or on behalf of, TEDC staff. This amount includes social security taxes, medicare taxes, employer matched funds to the Texas Municipal Retirement System, health insurance premiums, and worker compensation insurance.
- Wages- Other: Wages for nonexempt (hourly) TEDC employees.
- Wages- Overtime: Wages for hours worked, by non-exempt employees, during any FLSA-defined workweek, which exceed 40 hours and are approved in advance by the Executive Director.

**Other Personnel Expenditures:**

- Auto Allowances: Monthly stipends for the Executive Director and Assistant Director allocated to cover business travel expenses and mileage within a 50-mile radius of Tomball.
- Phone Allowances: Monthly stipends allocated to cover business-related cell phone expenses for eligible TEDC staff.

- Local Travel Expenses: The amount allocated to cover business travel expenses and mileage within a 50-mile radius of Tomball for non-exempt TEDC staff.
- Dues and Subscriptions: Fees charged for memberships and related expenses to professional organizations, subscriptions and software.
- Seminar/Conference Registrations: Fees for the Tomball Economic Development Corporation staff and board members to attend conferences, events, and professional training seminars.
- Travel and Training: The costs associated with attending classes, seminars, events, trade shows and for related travel expenses. This includes hotel rooms where overnight stay is reasonable, the cost of related meals, airfare, and car rental where reasonable, parking and toll fees, and for mileage. Reimbursable mileage for exempt staff is limited to a destination that exceeds a 50-mile radius of the City of Tomball.

### Service and Supply Expenditures

- Contracted Administrative Services: The cost of administrative services provided to the Tomball Economic Development Corporation by City of Tomball personnel as indicated in the Administrative Services Agreement entered into between the Tomball Economic Development Corporation and the City of Tomball.
- Bank Charges: The various service charges for maintaining a bank account, including wire transfer fees, safekeeping fees for investments, and actual operating account fees based on the account analysis.
- Insurance: The cost of surety bonding fees and insurance premiums including General Liability, Errors and Omissions, and Property.
- Computer Equipment and Maintenance: The cost of computer equipment and related expenses.
- Communication Services: The cost of telephone service, including land line phone base rate charges, DSL service, and long-distance charges.
- Legal Fees: Expenses incurred for legal services related to document and agreement preparation and obtaining advice and opinions from legal counsel related to Tomball Economic Development Corporation business activities.
- Lease Expense-GTACC: Payment to the Greater Tomball Area Chamber of Commerce for leased office space at 29201 Quinn Road, Suite B, Tomball, Texas.
- Office Equipment & Supplies: The cost of various office supplies, postage, and equipment.

## Indirect Economic Development Expenditures:

Item 14.

- Chamber Guide: Expenses related to the TEDC advertisement and publication of a map of the Tomball area in the annual Greater Tomball Area Chamber of Commerce magazine.
- Area Street Maps: The expenses incurred for the production and publication of maps of Tomball and the surrounding area that are issued free of charge to individuals and businesses to promote travel, tourism, and the commercial industry in Tomball.
- Marketing: Expenses related to marketing Tomball to attract business, industry, and visitors, including advertisements in printed and digital publications, information packages, brochures, and related marketing collateral material.
- Economic Impact Model License: The annual licensing fee for the economic impact analysis model utilized by the TEDC to calculate the economic impact of a prospect firm/project and related costs and benefits to the City of Tomball.
- Event Sponsorships: Costs to sponsor/co-sponsor events that foster relationships with businesses, site location consultants, brokers, real estate professionals, regional allies, and others influencing business location and capital investment decisions.
- Promotional Items: The costs associated with TEDC promotional products, giveaways, and event favors.
- Printing: The cost of printing various items including, but not limited to, Notice of Project/Public Hearing, brochures, presentation boards, community profiles, business resource guides, stationary, etc.
- Website and GIS: Costs to maintain the Tomball Economic Development Corporation's website, including web hosting, property database services, analytics platforms, and online GIS software.
- Professional Services: Consulting fees, engineering fees, photography, graphics and design services, and other professional services incurred in expanding the economic base of Tomball.
- Miscellaneous: Other expenses including, but not limited to, meals with potential business developers, name plates for Board meetings, post office box fees, etc.

## City Debt Service

- Southside Sewer Plant (1999 CO-2/15/2019): Contributions to debt repayment for the wastewater treatment plant built on the south side of Tomball to accommodate expanded industry in the City. Final debt payment was made in 2019.
- Utilities Expansion (2002 CO-2/15/2022): Contributions to debt repayment for the extension of utilities from FM 2920 south on Hufsmith-Kohrville Road to Holderrieth Road, west to SH 249 and north to Theiss Road.

- Business Park (Series 2013): Contributions to debt repayment for the construction of utilities, roads, drainage facilities, etc. for the Tomball Business and Technology Park Project located at the northwest corner of Hufsmith-Kohrville and Holderrieth Roads.
- Medical Complex/Persimmon (Series 2016): Contributions to debt repayment for the construction of utilities, roads, drainage facilities, etc. for the extension of Medical Complex Drive Segment 4B and South Persimmon Street from Agg Road/Medical Complex Drive south to the Tomball Business & Technology Park.

### **Grants, Loans & Other Expenditures**

- Project Grants: Grant funds designated by the Tomball Economic Development Corporation's Board of Directors and approved by the Tomball City Council waiting for contract fulfillment in order to be disbursed.
- Sales Tax Reimbursement Grants (380): Sales tax reimbursements made in accordance with economic development incentive agreements approved by the Tomball Economic Development Corporation's Board of Directors and the Tomball City Council.
- Property Acquisition: Costs associated with the acquisition of land.
- Business Improvement Grants- Current Year: Funds allocated to enhance the economic development of the City of Tomball through matching grants for façade or exterior improvements to buildings, sign improvements, landscaping, or other exterior property improvements.
- Business Improvement Grants- Prior Year: Improvement grant funds approved in the prior fiscal year waiting for contract fulfillment in order to be disbursed.
- Old Town Façade Grants: Funds allocated to enhance the economic development of the City of Tomball through grants to property and business owners seeking to rehabilitate commercial buildings located in the Old Town Tomball area.
- Old Town Façade Grants- Prior Year: Improvement grant funds approved in the prior fiscal year waiting for contract fulfillment in order to be disbursed.
- South Live Oak Redevelopment: The costs associated with the redevelopment of the South Live Oak Business Park.
- Business Park Expenses: Expenses related to the development and maintenance of the Tomball Business & Technology Park.

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**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 551.074, - To deliberate the appointment, employment, evaluation, reassignment, duties, discipline, or dismissal of a public officer or employee, to wit: the Executive Director.

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

# Regular Tomball EDC Agenda Item Data Sheet

Meeting Date: July 13, 2021

**Topic:**

Consideration and possible action by Tomball EDC to approve the Tomball Economic Development Corporation Fiscal Year 2021-2022 Budget.

- Public Hearing

**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 \_\_\_\_\_  
Staff Member-TEDC Date

Approved by \_\_\_\_\_  
Executive Director-TEDC Date

**Tomball Economic Development Corporation**  
**2021-2022 Draft Budget**  
**October 1, 2021 to September 30, 2022**

|   | <b>FY 2018<br/>Actuals</b> | <b>FY 2019<br/>Actuals</b> | <b>FY 2020<br/>Actuals</b> | <b>FY 2021<br/>Adopted<br/>Budget</b> | <b>FY 2021<br/>Year End<br/>Projections</b> | <b>FY 2022<br/>Proposed<br/>Budget</b> |
|---|----------------------------|----------------------------|----------------------------|---------------------------------------|---|--|
| <b>Beginning Fund Balance</b>             | \$ 17,615,063              | \$ 20,352,058              | \$ 25,243,867              | \$ 25,243,868                         | \$ 20,265,366                               | \$ 20,308,470                          |
| <b>REVENUE</b>                            |                            |                            |                            |                                       |   |  |
| Sales Tax                                 | \$ 4,135,137               | \$ 4,168,199               | \$ 4,064,895               | \$ 3,850,000                          | \$ 4,100,000                                | \$ 4,100,000                           |
| Interest                                  | 290,474                    | 551,967                    | 426,876                    | 350,000                               | 350,000                                     | 350,000                                |
| Grants                                    | 5,500                      | 5,500                      | -                          | 5,500                                 | 16,000                                      | 8,000                                  |
| Other - Land Sales and Lease Payments     | 949,334                    | 2,596,223                  | 491,055                    | -                                     | 662,747                                     | -                                      |
| <b>Total Revenue</b>                      | <b>\$ 5,380,445</b>        | <b>\$ 7,321,889</b>        | <b>\$ 4,982,826</b>        | <b>\$ 4,205,500</b>                   | <b>\$ 5,128,747</b>                         | <b>\$ 4,458,000</b>                    |
| <b>Total Available Resources</b>          | <b>\$ 22,995,508</b>       | <b>\$ 27,673,947</b>       | <b>\$ 30,226,693</b>       | <b>\$ 29,449,368</b>                  | <b>\$ 25,394,112</b>                        | <b>\$ 24,766,470</b>                   |
| <b>EXPENDITURES</b>                       |                            |                            |                            |                                       |   |  |
| <b>Administrative</b>                     |                            |                            |                            |                                       |   |  |
| <b>Salary and Benefits</b>                |                            |                            |                            |                                       |   |  |
| Salary-Executive Director                 | \$ 109,001                 | \$ 120,685                 | \$ 128,199                 | \$ 129,332                            | \$ 129,332                                  | \$ 134,533                             |
| Salary-Asst. Director                     | 69,948                     | 80,615                     | 85,644                     | 86,405                                | 86,405                                      | 89,892                                 |
| Benefits-Executive Director               | 41,871                     | 50,206                     | 47,515                     | 45,693                                | 45,693                                      | 47,340                                 |
| Benefits-Asst. Director                   | 43,465                     | 52,031                     | 53,320                     | 45,972                                | 45,972                                      | 45,972                                 |
| Salary- Coordinator                       |                            |                            |                            |                                       |   | 58,789                                 |
| Benefits- Coordinator                     |                            |                            |                            |                                       |   | 22,077                                 |
| Wages- Full-Time                          | 9,840                      | 40,527                     | 42,333                     | 42,058                                | 42,058                                      | 38,000                                 |
| Wages- Overtime                           |                            |                            | -                          | 3,024                                 | 1,500                                       | 3,000                                  |
| Benefits- Full-Time                       | 806                        | 24,281                     | 14,115                     | 18,529                                | 18,529                                      | 18,529                                 |
| <b>Total Salaries and Benefits</b>        | <b>\$ 274,930</b>          | <b>\$ 368,345</b>          | <b>\$ 371,126</b>          | <b>\$ 371,012</b>                     | <b>\$ 369,489</b>                           | <b>\$ 458,132</b>                      |
| <b>Other Personnel Expenditures</b>       |                            |                            |                            |                                       |   |  |
| Auto Allowances                           | \$ 8,400                   | \$ 8,400                   | \$ 8,400                   | \$ 8,400                              | \$ 8,400                                    | \$ 14,400                              |
| Phone Allowance - Executive Director      | 768                        | 768                        | 900                        | 900                                   | 900   | 900                                    |
| Phone Allowance - Assistant Director      | 768                        | 768                        | 900                        | 900                                   | 900   | 900                                    |
| Local Travel Expense                      | -                          | 256                        | 135                        | 400                                   | 400   | 500                                    |
| Dues and Subscriptions                    | 6,044                      | 7,514                      | 9,482                      | 9,000                                 | 9,000                                       | 10,000                                 |
| Seminar/Conference Registrations          | 7,607                      | 15,224                     | 2,928                      | 18,000                                | 11,000                                      | 18,000                                 |
| Travel and Training                       | 13,461                     | 19,527                     | 11,727                     | 30,000                                | 1,400                                       | 30,000                                 |
| <b>Total Other Personnel Expense</b>      | <b>\$ 37,048</b>           | <b>\$ 52,457</b>           | <b>\$ 34,472</b>           | <b>\$ 67,600</b>                      | <b>\$ 32,000</b>                            | <b>\$ 74,700</b>                       |
| <b>Service and Supply Expenditures</b>    |                            |                            |                            |                                       |   |  |
| Contracted Administrative Services        | \$ 25,000                  | \$ 25,000                  | \$ 25,000                  | \$ 25,000                             | \$ 25,000                                   | \$ 25,000                              |
| Bank Charges & Postage                    | 585                        | (344)                      | 1,920                      | 1,000                                 | 3,115                                       | 3,500                                  |
| Insurance                                 | 2,166                      | 1,743                      | 3,144                      | 18,000                                | 10,000                                      | 15,000                                 |
| Computer Equipment & Maintenance          | 4,592                      | 2,910                      | 4,249                      | 5,000                                 | 5,000                                       | 5,000                                  |
| Communications Services                   | 2,933                      | 3,286                      | 3,639                      | 4,500                                 | 4,500                                       | 5,200                                  |
| Legal Fees                                | 24,562                     | 7,333                      | 31,915                     | 30,000                                | 35,000                                      | 40,000                                 |
| Lease Expense-GTACC                       | 21,289                     | 22,842                     | 25,629                     | 37,000                                | 25,000                                      | 25,000                                 |
| Office Equipment & Supplies               | 1,876                      | 10,752                     | 3,557                      | 10,000                                | 5,000                                       | 10,000                                 |
| <b>Total Service and Supply Expense</b>   | <b>\$ 83,003</b>           | <b>\$ 73,522</b>           | <b>\$ 99,053</b>           | <b>\$ 130,500</b>                     | <b>\$ 112,615</b>                           | <b>\$ 128,700</b>                      |
| <b>Total Administrative Expenditures</b>  | <b>\$ 394,982</b>          | <b>\$ 494,324</b>          | <b>\$ 504,651</b>          | <b>\$ 569,112</b>                     | <b>\$ 514,104</b>                           | <b>\$ 661,532</b>                      |
| <b>Indirect Economic Development Exp.</b> |                            |                            |                            |                                       |   |  |
| Chamber Guide                             | \$ 8,354                   | \$ 8,354                   | \$ 8,354                   | \$ 8,400                              | \$ 8,400                                    | \$ 8,400                               |
| Area Street Maps                          | (3,875)                    | -                          | -                          | 3,875                                 | 3,875                                       | -                                      |
| Marketing                                 | 95,354                     | 63,450                     | 90,768                     | 87,000                                | 87,000                                      | 100,000                                |
| Economic Impact Model License             | 4,052                      | 4,174                      | 4,299                      | 4,430                                 | 4,430                                       | 4,565                                  |
| Event Sponsorships                        | 6,354                      | 6,212                      | 6,000                      | 29,000                                | 22,000                                      | 29,000                                 |
| Promotional Items                         | 4,928                      | 6,574                      | 6,515                      | 6,500                                 | 6,500                                       | 6,500                                  |
| Printing                                  | 3,978                      | 4,503                      | 6,915                      | 6,500                                 | 6,500                                       | 6,500                                  |
| Website and GIS                           | 13,397                     | 14,620                     | 31,899                     | 36,000                                | 36,299                                      | 20,000                                 |
| Professional Services                     | 102,506                    | 136,770                    | 207,560                    | 520,000                               | 250,000                                     | 500,000                                |

|                             |            |            |            |            |            |            |
|-----------------------------|------------|------------|------------|------------|------------|------------|
| Miscellaneous               | 8,065      | 15,555     | 70,834     | 15,000     | 82,000     | 15,000     |
| Total Indirect Expenditures | \$ 243,113 | \$ 260,212 | \$ 433,144 | \$ 716,705 | \$ 507,004 | \$ 689,965 |

**City Debt Service**

|  |              |            |              |              |              |              |
|--|--------------|------------|--------------|--------------|--------------|--------------|
| Southside Sewer Plant (1999 CO-2/15/2019)  | \$ 188,148   | \$ 188,148 | \$ -         | \$ -         | \$ -         | \$ -         |
| Utilities Expansion (2002 CO-2/15/2022)    | 370,000      | 370,000    | 370,000      | 370,000      | 370,000      | 370,000      |
| Business Park Infrastructure (Series 2013) | 533,613      | 91,764     | 533,462      | 535,663      | 535,663      | 537,663      |
| Medical Complex/Persimmon (Series 2016)    | -            | -          | 222,222      | 222,222      | 222,222      | 222,222      |
| Total Debt Service                         | \$ 1,091,761 | \$ 649,912 | \$ 1,125,684 | \$ 1,127,885 | \$ 1,127,885 | \$ 1,129,885 |

**Grants, Loans & Other Expenditures**

|   |            |              |            |              |              |               |
|---|------------|--------------|------------|--------------|--------------|---------------|
| Project Grants                            | \$ 335,632 | \$ 361,735   | \$ 219,848 | \$ 2,500,000 | \$ 275,000   | \$ 2,500,000  |
| Sales Tax Reimbursement Grants (380)      | 48,989     | 52,312       | 50,139     | 50,000       | 50,139       | 55,000        |
| Property Acquisition                      | -          | -            | -          | 2,500,000    | 2,150,000    | 2,500,000     |
| Business Improvement Grants- Current Year | 134,850    | 73,559       | 130,891    | 350,000      | 91,000       | 350,000       |
| Business Improvement Grants- Prior Year   | 188,879    | 91,000       | 139,082    | 215,300      | 75,900       | 255,850       |
| Old Town Façade Grants- Current Year      | -          | -            | 54,269     | 250,000      | 34,000       | 250,000       |
| Old Town Façade Grants- Prior Year        | -          | -            | -          | 130,000      | 110,610      | 200,000       |
| South Live Oak Redevelopment              | -          | -            | -          | -            | -            | 4,000,000     |
| Business Park Expenses                    | 73,720     | 434,471      | 248,644    | 775,000      | 150,000      | 300,000       |
| Total Grants/Loans/Other                  | \$ 782,070 | \$ 1,013,077 | \$ 842,873 | \$ 6,770,300 | \$ 2,936,649 | \$ 10,410,850 |

|                                    |               |               |               |                |               |                |
|------------------------------------|---------------|---------------|---------------|----------------|---------------|----------------|
| Total All Expenditures             | \$ 2,511,925  | \$ 2,417,525  | \$ 2,906,352  | \$ 9,184,002   | \$ 5,085,642  | \$ 12,892,231  |
| Revenues Over (Under) Expenditures | \$ 2,868,520  | \$ 4,904,364  | \$ 2,076,474  | \$ (4,978,502) | \$ 43,105     | \$ (8,434,231) |
| Other Income/Losses on Investments | \$ 131,524    | \$ 12,554     | \$ 9,264      |                |               |                |
| Ending Fund Balance                | \$ 20,352,059 | \$ 25,243,868 | \$ 27,311,077 | \$ 20,265,366  | \$ 20,308,470 | \$ 11,874,239  |

## TEDC Debt Service Schedule

|              | Series 1999       | Series 2002         | Series 2013            | Series 2016         | Annual Payments         |
|--------------|-------------------|---------------------|------------------------|---------------------|-------------------------|
| 2016         | \$ 188,148        | \$ 370,000          | \$ 528,012.50          |                     | \$ 1,086,160.50         |
| 2017         | \$ 188,148        | \$ 370,000          | \$ 530,912.50          |                     | \$ 1,089,060.50         |
| 2018         | \$ 188,148        | \$ 370,000          | \$ 533,612.50          |                     | \$ 1,091,760.50         |
| 2019         | \$ 188,148        | \$ 370,000          | \$ 536,112.50          |                     | \$ 1,094,260.50         |
| 2020         |                   | \$ 370,000          | \$ 533,462.50          | \$ 222,222          | \$ 1,125,684.50         |
| 2021         |                   | \$ 370,000          | \$ 535,662.50          | \$ 222,222          | \$ 1,127,884.50         |
| 2022         |                   | \$ 370,000          | \$ 537,662.50          | \$ 222,222          | \$ 1,129,884.50         |
| 2023         |                   |                     | \$ 539,462.50          | \$ 222,222          | \$ 761,684.50           |
| 2024         |                   |                     | \$ 546,012.50          | \$ 222,222          | \$ 768,234.50           |
| 2025         |                   |                     | \$ 547,312.50          | \$ 222,222          | \$ 769,534.50           |
| 2026         |                   |                     | \$ 548,412.50          | \$ 222,222          | \$ 770,634.50           |
| 2027         |                   |                     | \$ 548,737.50          | \$ 222,222          | \$ 770,959.50           |
| 2028         |                   |                     | \$ 548,275.00          | \$ 222,222          | \$ 770,497.00           |
| 2029         |                   |                     | \$ 551,925.00          | \$ 222,222          | \$ 774,147.00           |
| 2030         |                   |                     | \$ 549,056.25          | \$ 222,222          | \$ 771,278.25           |
| 2031         |                   |                     | \$ 549,600.00          | \$ 222,222          | \$ 771,822.00           |
| 2032         |                   |                     | \$ 549,075.00          | \$ 222,222          | \$ 771,297.00           |
| 2033         |                   |                     | \$ 548,100.00          | \$ 222,222          | \$ 770,322.00           |
| 2034         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2035         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2036         |                   |                     |                        | \$ 222,222          | \$ 222,222.00           |
| 2037         |                   |                     |                        | \$ 222,226          | \$ 222,226.00           |
| <b>Total</b> | <b>\$ 752,592</b> | <b>\$ 2,590,000</b> | <b>\$ 9,761,406.25</b> | <b>\$ 4,000,000</b> | <b>\$ 17,103,998.25</b> |

### 2017-2019:

Southside Sewer Plant (1999 CO-2/15/2019)  
 Utilities Expansion (2002 CO- 2/15/2022)  
 Business Park Infrastructure (Series 2013)

### 2020-2022:

Utilities Expansion (2002 CO- 2/15/2022)  
 Business Park Infrastructure (Series 2013)  
 Series 2016, Medical Complex Drive-Section 4B, Persimmon Street

### 2023-2033:

Business Park Infrastructure (Series 2013)  
 Series 2016, Medical Complex Drive-Section 4B, Persimmon Street

### 2034-2037:

Series 2016, Medical Complex Drive-Section 4B, Persimmon Street