

99
TOLL

45

249
TEXAS

25 MI. TO BUSH INTERCONTINENTAL AIRPORT • 28 MI. TO DOWNTOWN HOUSTON • 30 MI. TO WORLD-CLASS TEXAS MEDICAL CENTER

17 MI. TO EXXONMOBIL CAMPUS • HOME TO BAKER HUGHES WESTERN HEMISPHERE EDUCATION CENTER • 15 MI. TO GOODMAN GLOBAL

ANNUAL REPORT

2016 • 2017

TOMBALL

BUSINESS & TECHNOLOGY PARK

ExxonMobil

BAKER HUGHES

TOMBALL
ECONOMIC DEVELOPMENT CORPORATION



GOALS

Promote Business Retention & Expansion

Attract New Business & Industry

Coordinate Economic Development Efforts in Tomball, the Region, and the State

TOMBALL ECONOMIC DEVELOPMENT CORPORATION (TEDC) is a non-profit Type B Corporation created pursuant to the Texas Development Corporation Act of 1979. The TEDC was formed in November 1994, after the citizens of Tomball voted to pass a one-half cent sales tax dedicated to economic development.



Gretchen Fagan, President
Mayor, City of Tomball



Lori Klein-Quinn, Vice President
Tomball City Council



William E. Sumner
Secretary



Richard Bruce
Treasurer



Chad Degges
Mayor Pro Tem, City of Tomball



Steven Vaughan



Tom Crofoot

MISSION

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

VISION

Tomball will be a sound economic competitor, providing opportunities for commercial and industrial development that enable business owners and residents to benefit from Tomball's dynamic economy, strong labor force, and unmatched living and working environment.

OPERATING REVENUES (FY 2017 Adopted)

Beginning Fund Balance	Interest Income
\$16,260,593	\$100,000
Sales Tax	Total Available Resources
\$3,350,000	\$19,716,093

EXPENDITURES

Administrative	City Debt Service	Total Expenditures
\$384,712	\$1,089,061	\$4,754,657
Indirect Economic Development Expenses	Grants, Loans & Other Expenditures	Ending Fund Balance
\$480,884	\$2,800,000	\$14,961,436

EXECUTIVE DIRECTOR'S MESSAGE

On behalf of the Board of Directors and staff of the Tomball Economic Development Corporation, it is my pleasure to present our 2016-2017 Annual Report.

The past year has been a rewarding one for the Tomball EDC. Construction wrapped up on the streets and utilities in the Tomball Business & Technology Park and we celebrated the completion of the Park's first building. The opening of the 50,000 square foot Packers Plus Energy Services Rapid Tool Development facility in November 2016 signified how far we have come since May 24, 2011, the day the Tomball EDC approved the designation of the business park project and its land acquisition.

At the time, the population boom of the north Houston region as well as the transportation projects that have undoubtedly changed the area's physical and economic landscape were unforeseen. However, timing of the project couldn't have been more perfect. Within months, ExxonMobil announced its plans to develop a major campus in Spring and Segments F1, F2, and G of the Grand Parkway received approval. As the Tomball Business & Technology Park progressed, so did other mobility improvements that will benefit and enhance Tomball's economic well-being, including the SH 249 extension, Medical Complex Drive and the Hufsmith-Kohrville Road expansion.

As I reflect on the progress our city and our region has made in such a short amount of time I can't help but think of the partnerships that have made this all possible. Our local, regional, and state-level partners are committed to investing in the success of our community. Working together to develop and diversify the area's economic base and ensure that Tomball is a strong economic competitor means a brighter future for us all.

As we move forward, the Tomball EDC remains focused on achieving the goals outlined in our Strategic Work Plan: supporting our existing businesses, promoting new development opportunities, and working with our economic development partners to enhance the business climate and improve the quality of life for our residents.

It is my great pleasure to serve you as the Executive Director and I look forward to working with you to continue to develop Tomball as a great place to do business!

Kelly Violette, AICP
Executive Director



Kelly Violette, AICP
Executive Director



Tiffani Wooten
Assistant Director

PROMOTE

BUSINESS RETENTION AND EXPANSION:

Business retention and expansion continues to be a primary focus for the Tomball EDC. Statistics show that existing businesses create as much as 80 percent of all new jobs and capital investment in a community.

When established businesses stagnate, fail, downsize, or relocate elsewhere, communities suffer. Conversely, research shows that a thriving local economy makes a community attractive to new businesses considering relocation. In short, strong retention efforts complement and support attraction efforts.

The TEDC works to build and strengthen positive relationships with Tomball business owners in order to provide resources and support that will contribute to their continued success. By doing so, the TEDC engages in problem solving and partnership building that demonstrates an appreciation for their contribution to Tomball's economy.

In 2016, TEDC staff had face-to-face visits with 35 area businesses to discuss opportunities, challenges, and needs. These visits included discussions on expansion activities, workforce development, and the strengths and weaknesses of Tomball's business climate.

ATTRACT

NEW BUSINESS AND INDUSTRY:

Attracting new businesses to Tomball benefits the community by bringing in new investment, creating jobs, and providing a source of new money to the community through sales and services. The TEDC works to attract new businesses to Tomball by funding targeted infrastructure improvements, providing incentives for relocations,





developing new industrial sites, and maintaining relationships with sources of new business referrals.

In 2016, TEDC staff conducted over 31 prospect meetings to discuss relocation opportunities, incentives, and development procedures. These efforts resulted in the approval of five new projects totaling \$30.9 million in private capital investment and up to 172 new jobs for the Tomball community.

COORDINATE ECONOMIC DEVELOPMENT EFFORTS IN TOMBALL, THE REGION, AND THE STATE:

Successful economic development efforts are the result of many people working together to achieve common goals and desired outcomes. Tomball is fortunate to have a wide variety of economic development and workforce development partners including government sponsored agencies, educational institutions, for-profit, and non-profit organizations. The TEDC works hand-in hand with the City of Tomball, Greater Tomball Area Chamber of Commerce (GTACC), Lone Star College-Tomball, business owners, real estate professionals, and regional and state partners to strengthen and enhance conditions for economic growth and employment generation.

These coordination efforts enable a more focused, results oriented approach to economic development. Over the past year, the TEDC has continued to work with our economic development allies to support activities that enhance economic growth and job creation, and contribute to a higher quality of life for Tomball's residents.

TOMBALL BUSINESS & TECHNOLOGY PARK

This has been a busy year for the **Tomball Business & Technology Park**. In addition to the completion of the Park's onsite infrastructure, Packers Plus Energy Services completed the first of three planned buildings. The 50,000-square foot Rapid Tool Development facility opened in November 2016 and activity levels at the facility have been strong.

Engineering design of the Spell/Hufsmith-Kohrville and Holderrieth/Hufsmith-Kohrville Road intersections were completed and construction is anticipated to begin in June.

The Tomball EDC was successful in working with Genesis Pipeline Company on the remediation of the crude oil contamination near the Holderrieth entrance. The remediation has satisfied the Railroad Commission of Texas and a "No Further Action" letter was issued. The pipeline has been removed and Genesis has released the 30' pipeline easement. This allows the TEDC to sell 21.5 acres along the west side of South Persimmon Street without a pipeline encumbrance.

In November 2016, the City of Tomball issued approximately \$20 million in Certificates of Obligation to fund the design, land acquisition, and construction of Medical Complex Drive Segment 4B and South Persimmon Street from Agg Road to the Tomball Business & Technology Park. In October, the TEDC purchased 18.9 acres to the north of the Business & Technology Park to help facilitate this project. The TEDC also entered into an agreement with the City to fund \$4 million towards the South Persimmon Street improvements because the extension will directly benefit the continued development of the Business and Technology Park.



Packers

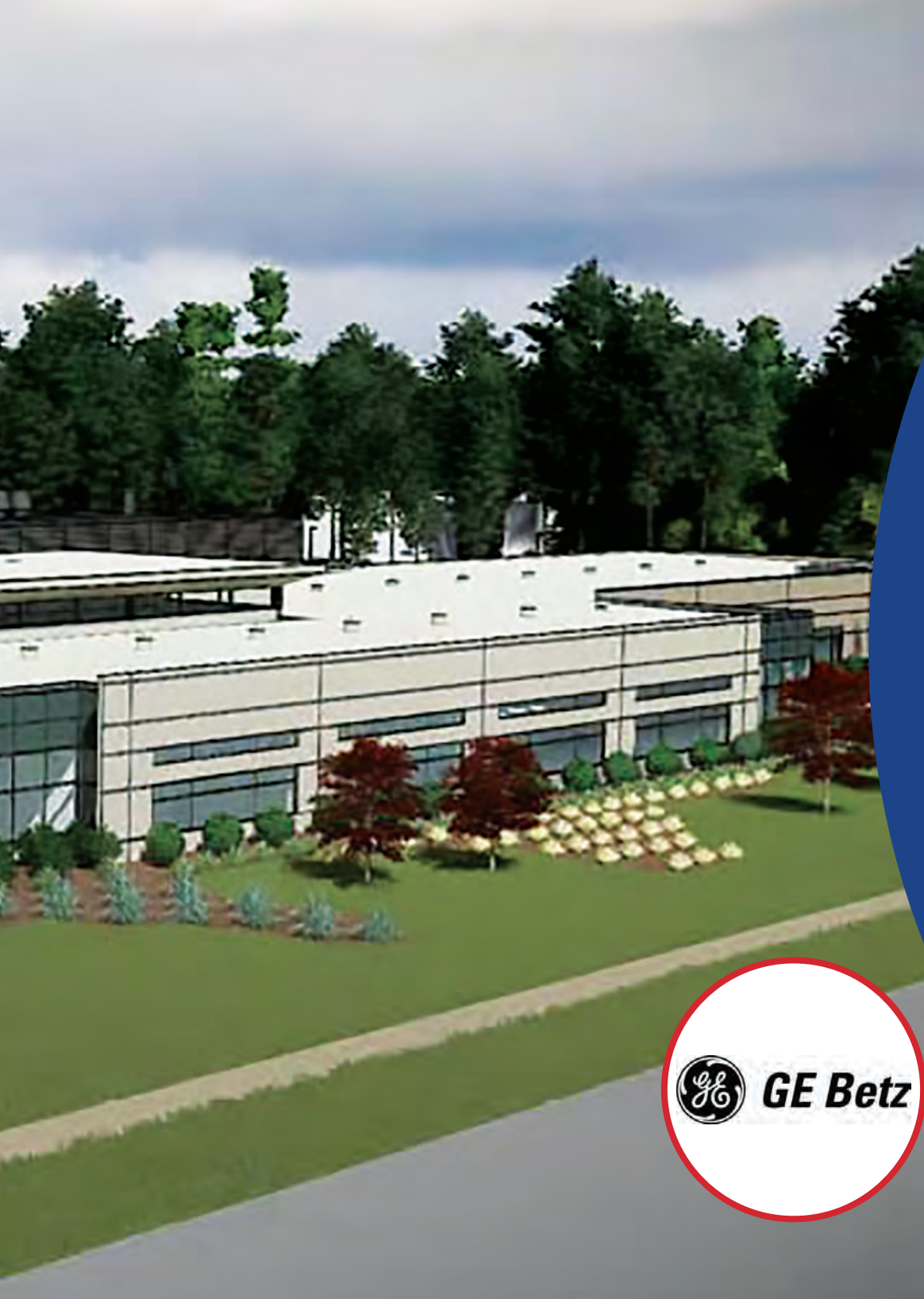
RTD Rapid Tool
Development

Plus

GE WATER & PROCESS TECHNOLOGIES

TO BREAK GROUND IN THE TOMBALL BUSINESS & TECHNOLOGY PARK





GE Water & Process Technologies plans

to move its process laboratories to the Tomball Business and Technology Park in early 2018. The deal was officially announced on August 30, 2016 and GE will be the second tenant to officially break ground in the Business and Technology Park.

The new building, located on 5.5 acres, will consist of a 42,700-square-foot laboratory and office facility expected to house 75 employees. The facility will conduct research and development activities in the oil & gas industry focusing on global upstream and downstream applications as well as the North American customer analytical services laboratory providing industrial water, oil, microbiological, deposit, and metallurgical failure testing. In addition, the site will be a technical training center for GE's engineers and scientists.

On March 8, 2017, GE announced it has signed a definitive agreement to sell its Water & Process Technologies business to SUEZ, a global services and solutions company with operations primarily in water and waste management. The deal remains subject to customary closing conditions such as regulatory approvals and appropriate consultation. With both SUEZ and GE having experience with large transactions of this nature, GE expects a smooth transition with an expected close date in mid-2017.

Despite the pending transaction, the Tomball project is moving forward as planned and is expected to break ground in early to mid-May with project completion in 12 months.

BRINGING NEW BUSINESS TO TOMBALL



PREMIUM INTERESTS, LLC

Premium Interests, LLC is constructing an office / manufacturing facility at 22502 Park Road. The building will house the design, engineering, and manufacturing of "Premium" brand specialty high pressure industrial and subsea valves, principally serving the oil and gas industry. A key product is Premium Subsea's Vent Cap valve, which is used atop foundation suction piles for major E&P companies to facilitate ocean floor anchoring of rigs, pipelines, and other equipment. Premium also produces custom ball valves, filler valves, and material handling equipment for petrochemical, pipe testing, mooring, food processing, mining, and other industries. Premium serves customers world-wide to meet their requirements for safety, reliability, design specifications, budget, and lead time. Premium Interests, LLC will relocate its 6 employees to the site and plans to add 4 new jobs within the five years of operation. The TEDC awarded the company a \$19,150.00 grant to assist with the relocation. The estimated capital investment for this project is \$1,888,137.00

Premium Subsea Vent Cap valve





Premium designs & manufactures venting hatch valves for foundation suction piles.



Vent caps installed on top of suction pile of a major E&P company



BUSINESS IMPROVEMENT GRANTS & MARKETING

The **BUSINESS IMPROVEMENT GRANT (BIG) PROGRAM** is designed to help commercial property owners and businesses make high-quality improvements to buildings and property in Tomball. The Program encourages investments that directly relate to improving the aesthetics of the community and increasing commercial property values. The Program supports local businesses through public/private investments in projects in order to revitalize and sustain the economic vitality of the city's commercial areas.

From October 2016 to April 2017, the TEDC has awarded over \$273,043 in improvement grants to area businesses, stimulating over \$1,533,363 in private investment.

Over the past 6 years, the TEDC has awarded over \$1.7 million in Business Improvement Grants to local businesses. That investment has generated over \$9.3 million in total project value within the City Limits of Tomball.



\$1,533,363
TOTAL PROJECT CAPITAL INVESTMENT



19
BUSINESSES WERE ASSISTED IN 2016-17

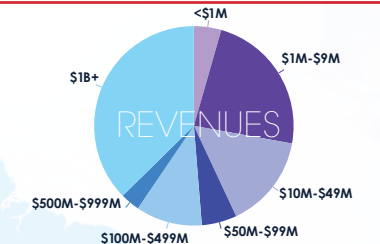
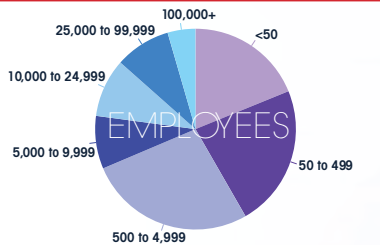
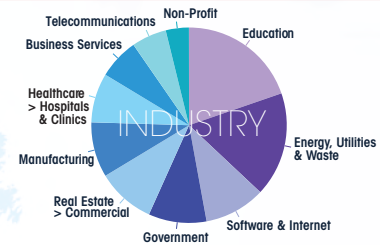
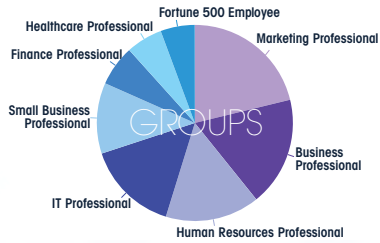
\$85,013
PROPERTY

\$77,926
FAÇADE

\$52,878
LANDSCAPING

FIRMOGRAPHICS OVERVIEW

Company-level information about the companies that visited TEDC website.



In 2016-2017, the TEDC initiated a new approach to digital marketing called behavioral targeting with Multiview Inc. Behavioral targeting uses information collected from an individual's web-browsing behavior (e.g., the pages that they have visited or searched) to select advertisements to display. Since November 2016, the TEDC's ad has been generated over 351,000 times with over 780 companies "clicking" over to the TEDC website. This technology allows us to know our potential customers better by size of company, employee level, and interest in our incentives and available properties, etc. It also allows us to be more productive with our print advertising because this technology can go as far as showing what publications the subscriber has visited on the web.



\$7,225

SIGNAGE

\$50,000

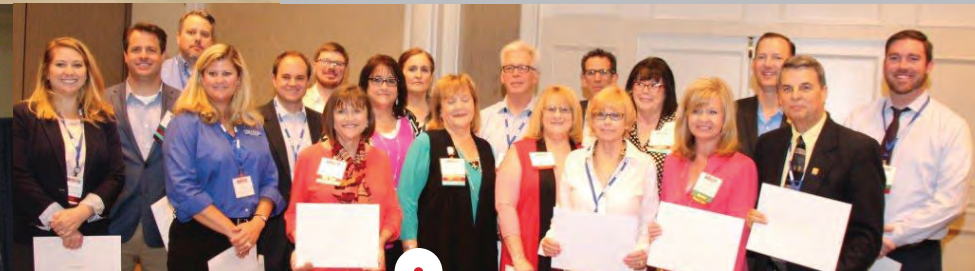
MEGA GRANT PROJECT



TEDC staff, along with representatives of the Greater Tomball Area Chamber of Commerce and City of Tomball officials, celebrated the opening of the Marriott Residence Inn.



The Tomball EDC received recognition from Carlton Schwab, President/CEO of the Texas Economic Development Council at its annual conference and Community Economic Development Award's luncheon in October 2016.



TEDC Executive Director, Kelly Violette, welcomed attendees to the 8th Annual Economic Outlook Luncheon.

TEDC earned Economic Excellence Recognition for the third year in a row from the Texas Economic Development Council.



TEDC staff, Kelly Violette and Tiffani Wooten, at the ICSC Texas Conference and Deal Making Show in October 2016.



TEDC staff attended the Greater Houston Partnership's Houston Region Economic Outlook event on December 9, 2016 and heard from a panel of local business leaders in the energy, health care, real estate, and banking industries regarding the region's economy.



Kelly Violette was a guest on "Real Estate Matters with Stewart Title" Radio Show along with Rene Buckhoff, Broker/Owner of ReMax Elite Properties in Tomball and Patrick Buckhoff, Sr. Commercial Real-Estate Broker & Advisor with Coldwell Banker Commercial. Also pictured (on left), Sandi Reese, Business Development Officer with Stewart Title Tomball.

Holly Reed from Texas Central Partners, LLC spoke at the North Houston Economic Development Alliance meeting on June 29, 2016.



TEDC partnership meeting with Betty Russo, Community Relations - Office of the Governor, and Bruce Hillegeist, President - Greater Tomball Area Chamber of Commerce.



2016-17

BY THE NUMBERS

It's not just about the numbers.

*It's about bringing the right jobs
and investment to the city,
expanding our base of business,
building relationships, and
improving the quality of life
for those that live, work,
and visit Tomball.*

5 PROJECTS... The TEDC successfully recruited five new companies to the City of Tomball.

\$30.9 MILLION... Investments made or announced by projects supported by the TEDC top \$30.9 million.

172 NEW JOBS... Companies assisted by the TEDC will create 172 new jobs.

35 BRE VISITS... The TEDC visited with 35 local companies through its Business Retention and Expansion Program (BRE).

31 PROSPECT VISITS... The TEDC conducted 31 prospect meetings to discuss relocation opportunities, incentives, and development regulations.

\$1.5 MILLION IN IMPROVEMENTS... The TEDC awarded over \$273,043 in Business Improvement Grants to area businesses resulting in over \$1.5 million in project improvements.

15,280 WEBSITE VISITS... tomballtxedc.org was visited 15,280 times from 98 countries around the world.