

# ANNUAL REPORT



2018-2019

## BOARD OF DIRECTORS



**Gretchen Fagan, President**  
Mayor, City of Tomball



**Chad Degges**  
Tomball City Council



**Steven Vaughan**  
Vice-President



**Richard Bruce**  
Treasurer



**Tom Crofoot**



**William E. Sumner**  
Secretary



**Will Benson**

## A MESSAGE FROM THE BOARD PRESIDENT

Welcome to the 2018-2019 Tomball Economic Development Corporation Annual Report. Having the opportunity to serve as TEDC Board President, Mayor, and a business owner in Tomball, I get to witness every day the positive impact the TEDC and the City have on this community. It is truly a collaborative effort worth celebrating.

All of the exciting things we are experiencing in Tomball are the result of years of hard work and planning. The TEDC's latest strategic plan provides an outline to continue our momentum as we carry sustained growth into future years. I am proud of the TEDC's efforts to address current economic needs while investing in strategies that will fuel economic opportunity for years to come.

It is a great time to be in Tomball. I thank the TEDC team for their efforts in engaging with the TEDC Board, the City, and our local allies. It is an honor and privilege to serve as TEDC Board President.

## OPERATING REVENUES (FY 2019 Adopted)

<b>BEGINNING FUND BALANCE</b>	<b>INTEREST INCOME</b>
\$18,857,328	\$250,000
<b>SALES TAX</b>	<b>TOTAL AVAILABLE RESOURCES</b>
\$4,000,000	\$23,112,828

## EXPENDITURES

<b>ADMINISTRATIVE</b>	<b>GRANTS, LOANS &amp; OTHER EXPENDITURES</b>
\$544,286	\$5,086,750
<b>INDIRECT ECONOMIC DEVELOPMENT EXPENSES</b>	<b>TOTAL EXPENDITURES</b>
\$415,574	\$7,140,871
<b>CITY DEBT SERVICE</b>	<b>ENDING FUND BALANCE</b>
\$1,094,261	\$15,971,957

# EXECUTIVE DIRECTOR'S MESSAGE

I am excited to present to you the 2018-2019 Tomball Economic Development Corporation Annual Report. With our strategic work plan providing the building blocks for the future, the past year was one of growth for the TEDC. Our staff has been working hard to implement the goals laid out in the plan, while continuing to help existing businesses expand their operations and recruiting new businesses from around the world.

Speaking of our staff, it grew with the addition of Tori Gleason as Administrative Assistant. Tori, who previously interned with the TEDC, will help us expand our marketing, communications, and administrative efforts. We are thrilled to have her on board!

The strategic plan presented a goal of having 80% of the Tomball Business and Technology Park sold or under contract by the end of 2019. We are tracking very well toward that goal and I am incredibly pleased to report that the past year was monumental for land sales in the Park.

Another strategic goal, which you will read about, is exploring the creation of an incubator space for emerging food entrepreneurs. A truly exciting venture, the TEDC is working with the Tomball Farmers Market and local culinary community to explore the possibility of a commercial kitchen in Tomball. This ongoing project has the potential to do incredible things in Tomball.

Across the span of economic development strategies highlighted in this report, we have made considerable headway, and I am incredibly proud of the progress we have achieved together. I am grateful for the opportunity to serve Tomball and represent the TEDC. I look forward to continuing to lead this organization into the bright future ahead for our community.

Sincerely,

**Kelly Violette, CEcD, PCED, AICP**  
Executive Director



**Kelly Violette**  
CEcD, PCED, AICP  
Executive Director



**Tiffani Wooten, CEcD**  
Assistant Director



**Tori Gleason**  
Administrative Assistant

## MISSION

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

## VISION

Tomball is the community of choice, 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.



# TEDC Goals

**E**conomic development is implemented by a process through which the TEDC, city, chamber of commerce, private businesses and other partners work collectively to create better conditions for economic growth and employment generation. Having a strong foundation and clear direction is key to ensuring Tomball's economic future and the quality of life for our residents.

During 2018, the TEDC focused on strengthening its foundation with eyes on sustained future growth. At its core, the TEDC focuses on attracting new business & industry, promoting business retention and expansion, and coordinating economic development efforts in Tomball, the region, and the state. These principles create a foundation for the organization and build upon each other to strengthen the overall economic environment of Tomball.

In May 2018, the TEDC initiated a one-year strategic planning process to guide the Corporation's efforts for the ensuing fiscal year. Joining the EDC Board of Directors and staff in the planning process were representatives from the City of Tomball, Greater Tomball Area Chamber of Commerce, Tomball ISD, Lone Star College, and other community leaders.

Facilitated by consulting firm, Opportunity Strategies, the TEDC crafted a blueprint to define priorities that support entrepreneurship, workforce development and a diverse economy. The blueprint laid out specific goals that the TEDC plans to accomplish. The goals include (1) increased recruitment to the Tomball Business & Technology Park, (2) evaluating future land opportunities, (3) improving business retention efforts and expansion opportunities, and (4) exploring the creation of an incubator to support emerging entrepreneurs. The strong foundation established through strategic goals has Tomball and the TEDC positioned to build for the future.





### Economic Development by the Numbers

COMPANY	EXISTING JOBS	NEW JOBS	TOTAL CAPITAL INVESTMENT	TEDC INVESTMENT
Grimes Industrial, Inc.	28	10	\$1,090,000	\$15,485
ARC Management, LLC	0	95	\$8,400,000	\$186,700
The Neutral Nest	0	2	\$15,000	\$6,300
Houston PFG	0	15	\$2,000,000	\$39,097
Houston Poly Bag I, LTD.	65	11	\$1,351,516	\$110,369
Industrial Reserve	0	8	\$2,800,000	\$44,650
Shri Vinyak, LLC	0	13	\$4,300,000	\$149,750
Breaux Machine Works	70	7	\$4,100,000	\$118,908
<b>TOTALS</b>	<b>163</b>	<b>158</b>	<b>\$24,056,516</b>	<b>\$671,259</b>



# BUSINESS SPOT



## Suez

Culminating years of hard work and planning, the TEDC welcomed their second tenant to the Tomball Business and Technology Park. SUEZ Water Technologies and Solutions held the grand opening of their state-of-the-art research and development laboratory on October 11, 2018.

The SUEZ facility is one of the world's largest research and development analytical testing labs. The 45,000-square-foot facility is home to 80 employees, including over 50 highly trained engineers, chemists, and technicians. The team will process over 100,000 samples and conduct more than 300 customer studies each year.

SUEZ, headquartered in France, built the laboratory to serve its growing client base, including the refining and petrochemical market, as well as oil and gas operations on the gulf coast and beyond.

Soon after the grand opening, United States Congressman Michael McCaul visited the laboratory facility to welcome SUEZ to Tomball. McCaul toured the facility and met with SUEZ leaders to discuss research and development at the site.

The grand opening of SUEZ represents another win for Tomball. Attracting cutting edge companies like SUEZ is a continuing effort of the TEDC to execute its strategic goals and grow the Tomball economy.





# LIGHT

## Grimes Industrial, Inc.

A shining example of a business thriving and growing in Tomball is Grimes Industrial, Inc.

The Tomball EDC helped business owner Jody Grimes relocate to Tomball in 2014. Grimes quickly saw the need to expand almost immediately after opening. The most recent expansion, completed on March 21, 2019, added 10,000 square feet of fabrication space, a 1-1/2 acre lay-down yard, production offices, and expanded the parking lot and on-site detention pond.

The expansion paid instant dividends with an increase of 50% in shipping and receiving. The additional space has enabled the company to bring their night crew to days, saving on overhead. Those savings allowed the

purchase of additional equipment, leading to six new fabrication stations and record production times.

The company has nearly doubled staff size since arriving in Tomball and is already looking to add 10-12 skilled laborers to meet demand buoyed by the recent expansion. Another phase of expansion is likely on the horizon. Grimes Industrial is a structural steel and industrial sheet metal fabricator specializing in stairways, hand railings, platforms, catwalks, and means of egress in chemical/power plants, substations, wastewater treatment plants, and pipelines.

Promoting business retention and expansion remains a top priority for the Tomball EDC. This strategic goal is readily achieved with outstanding business partners. Grimes credits the TEDC's resources and staff for the ability to make Tomball a business-friendly community.

Grimes sees Tomball as a place with great opportunity in a desirable location. It's why he has chosen to invest and grow on Tomball's Main Street.





# Tomball

# BUSINESS & TECHNOLOGY PARK

## *Record Land Sales Shows Strength of Business and Technology Park*

The TEDC continues to attract new investment to the Tomball Business and Technology Park. With record land sales in 2018, the TEDC is on target to meet its goal of having 80% of available property in the Park sold or under contract by the end of 2019.

The Business and Technology Park has generated interest from local, national, and international companies. Canadian-based Packers Plus Energy Services and French-based SUEZ currently operate in the Park.







Three new projects will soon add to the Park's occupant list and diversify its business mix:

- ◆ Hoelscher Weatherstrip Manufacturing Co. purchased 16.8 acres for a 193,000-square-foot office/warehouse facility. The \$10.6 million project is expected to bring 119 new jobs to Tomball.
- ◆ Dkota Investments, Inc. purchased four acres in the Park for a build-to-suit project. The 20,000-square-foot distribution center for Bimbo Bakeries USA will bring approximately 14 full-time jobs to the Park.
- ◆ Nickson Industrial, LTD, a speculative project developer, purchased two tracts in the Park totaling nine acres. Nickson plans to build two 25,200-square-foot and one 30,600-square-foot single-tenant office/warehouse buildings that will give the TEDC unique inventory to promote.

The master-planned and deed-restricted Park is fully served with all utilities and provides off-site detention. Flexible lot sizes and competitive pricing make the Park an attractive location for new and expanding businesses.



# MAKING BIG IMPROVEMENTS

The Business Improvement Grant Program is a matching grant program designed to help commercial property owners and businesses make high quality improvements to buildings and property in Tomball. The BIG Program encourages investments that directly relate to improving aesthetics of the community and increasing commercial property values.

## Ideaco Investments, LLC



Tomball residents, Dion Or and Michael Pierce of Ideaco Investments, purchased 311 West Main Street with an eye on renovation. Through a Business Improvement Grant, Ideaco received money to transform the building's façade. Completed in December 2018, 311 West Main Street attracts with its European-style architecture and historic Tomball charm. The couple plans to take on additional buildings in the area and hopes that this transformation will be a catalyst for others to improve building facades on Main Street and beyond.



AFTER




# Moffett Productions, Inc.

BEFORE




**A**udio and video production company, Moffett Productions, utilized the BIG Program to redevelop a dilapidated property in Old Town Tomball into a new studio for the company. The grant allowed Moffett to turn a small abandoned warehouse located at 509 Clarence Street into a 5,300 square foot building with a video production facility, recording studio, editing suites, and offices. Owners, Chris and Jeff Wohrer, used the grant and help of the TEDC to move their business to Tomball from Houston.

 **27** Businesses were assisted in 2018-19  
 \$146,901 TEDC Investment

 \$186,982  
 Façade Improvements

 \$7,226  
 Landscaping Improvements

 \$307,151  
 Property Improvements

 \$47,774  
 Signage Improvements



Total Project Capital Investment **\$549,134**

# TEDC Exploring Commercial Kitchens as Incubator for Food Entrepreneurs



One of the TEDC's objectives is to support local entrepreneurs and small businesses. A goal highlighted in the most recent TEDC strategic plan includes evaluating the creation of an incubator space to support emerging Tomball entrepreneurs.

A business cluster rich with entrepreneurs and the ability to be an economic driver in Tomball is the food industry. Recognizing an opportunity to continue developing Tomball as a food destination, the TEDC is exploring the possibility of building a commercial kitchen incubator space.

The creation of a shared commercial kitchen would enable local food entrepreneurs to develop their businesses without the financial burden of a costly kitchen build-out. The lack of available and affordable culinary space coupled

with the costs of equipment is a major deterrent for many food entrepreneurs in moving their operations to the next level. Such a facility would aid entrepreneurs in expanding their businesses and the reach of their products into grocery stores, restaurants, etc.

To gauge interest in the concept, the TEDC went to a place that has spawned many entrepreneurs in the area – the Tomball Farmers Market (TFM). Working with TFM to survey market vendors, the TEDC received overwhelmingly positive responses regarding creating a shared commercial kitchen in Tomball.

The feasibility of developing a commercial kitchen space will continue to be explored over the next year. With the continued success of the Tomball Farmers Market and an expanding restaurant scene, a commercial kitchen could be another piece to attracting the best food entrepreneurs to Tomball.



# FOCUS on Tomball

The TEDC continues to enhance its marketing efforts to match Tomball's growing business environment and international appeal. As stated in the strategic work plan, the TEDC is committed to updating marketing materials and utilizing the latest technology for marketing purposes. These endeavors are critical to properly market Tomball to site selectors, brokers, and executives across the globe.

The TEDC actively uses its website as a primary marketing tool. Mimicking recent industrial development in Tomball, TEDC's website has a proven international reach, with clicks coming from all corners of the world. The website provides information on demographics, workforce, available properties, site selection data, incentives, partner agencies, and quality of life amenities. Additionally, visitors can find the current strategic work plan and latest community news.

Utilizing metrics through Google Analytics and Multiview, Inc., the TEDC tracks visitors, page views, session duration, bounce rates, etc. to gauge Ad performance, see trends, and gain valuable insight into prospective attraction and expansion opportunities.

In addition to continually updating the website, the TEDC has placed a priority on growing its social media platforms. With active accounts on Twitter, Instagram, Facebook, and LinkedIn, and an up-to-date website, the TEDC can always connect with interested partners. A growing Tomball means a growing online presence for TEDC.

tomballtxedc.org

18,412 Sessions

15,646 New Users



## TOP COUNTRIES

- US
- France
- India
- Canada
- South Korea
- China
- Philippines
- UK
- Brazil
- Germany



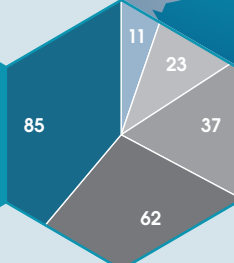
## TOP STATES

- Texas
- Virginia
- Kansas
- Illinois
- New York
- California
- District of Columbia
- Florida
- North Carolina
- Maryland

VISITING COMPANIES BY INDUSTRY		VISITING COMPANIES BY INDUSTRY	
INDUSTRY	UNIQUE COMPANIES	INDUSTRY	UNIQUE COMPANIES
Telecommunications	9	Insurance	9
Software & Internet	23	Energy & Utilities	23
Education	36	Retail	6
Real Estate & Construction	37	Media & Entertainment	7
Manufacturing	33	Law Firms & Legal Services	7
Non-Profit	6	Travel, Recreation & Leisure	5
Government	30	Transportation & Storage	2
Healthcare, Pharmaceuticals, & Biotech	14	Agriculture & Mining	1
Financial Services	28	Consumer Services	3
Business Services	21	Cultural	1

## REVENUE

- \$1B
- \$5M to \$49M
- < \$5M
- \$50M to \$499M
- \$500M to \$1B



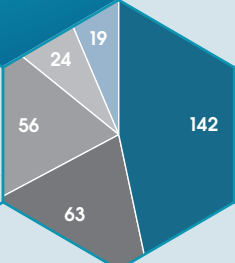
## NUMBER OF VISITING COMPANIES

- Revenue Bracket
- Number of Employees



## EMPLOYEES

- <500
- 500 to 4,999
- 5,000 to 24,999
- 25,000 to 99,999
- 100,000+



# BUSINESS ROUNDTABLE



The TEDC, in collaboration with the Greater Tomball Area Chamber of Commerce and local business and industry, launched the Tomball Business Roundtable in 2018. The newest strategic initiative brings city leaders and business executives together quarterly to tackle topics critical to the Tomball business community. The Tomball Business Roundtable follows in line with the TEDC's efforts to lay a strong foundation, while building for a stronger economic future.

The first three editions of the Business Roundtable have focused on important issues like workforce development and bridging the generational divide in the workplace. The Business Roundtable gives business and city leaders the platform to share experiences and learn best practices, while networking to build a cohesive business community.





# ECONOMIC OUTLOOK LUNCHEON

The 10th Annual Economic Outlook Luncheon continued the tradition of bringing together elected officials, community leaders, and development professionals to learn about the Tomball area's economic prospects. The successful event gives local stakeholders the opportunity to network and hear from experts on important issues affecting the economy. The annual luncheon is a key piece of the TEDC's coordination efforts outlined by the organization's strategic goals.



The keynote speaker was Dr. Robert Gilmer, Director of the Institute for Regional Forecasting at the University of Houston's Bauer College of Business. Gilmer explained how the Houston region and the state of Texas have managed growth despite Hurricane Harvey and an oil downturn. Gilmer expects that the local economy will mirror the U.S. economy and remain strong, even predicting a new growth cycle in the greater Houston area.



# Gulf Coast Advanced Manufacturing Conference

As manufacturing has advanced, so has the TEDC's efforts to recruit advanced manufacturers to Tomball. In line with these efforts, TEDC staff attended the Gulf Coast Advanced Manufacturing Conference on October 9, 2018 at Houston Community College.

The conference highlighted how technology is transforming the manufacturing industry, accelerating business profitability and diversification, and boosting the region's competitiveness as a leader in advanced manufacturing.

Mush Khan, CEO of APS Plastics and Manufacturing in Tomball, participated in a panel discussion on positioning Houston to lead in manufacturing. Khan discussed his experiences of guiding an advanced manufacturing company and how the industry is advancing in Tomball and throughout the region.

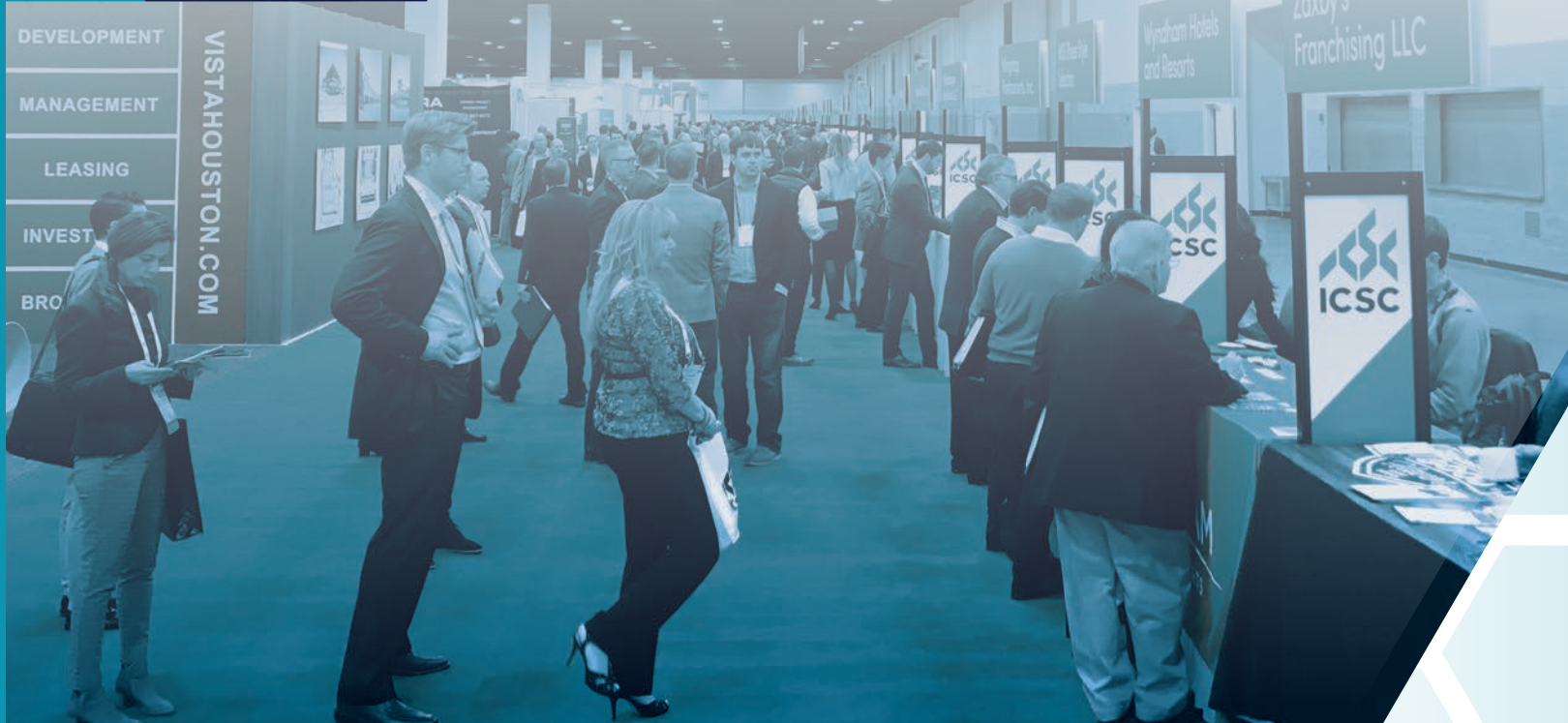




# ICSC Red River States Conference & Deal Making



With an eye on attracting new retail prospects, the TEDC joined local developers at the inaugural Red River States Conference & Deal Making event hosted by the International Council of Shopping Centers (ICSC). TEDC staff showed off Tomball's successful retail environment and welcomed many interested visitors to their booth at the Fort Worth Convention Center from January 9-11, 2019. The event brought the TEDC together with industry professionals from Texas, Louisiana, Arkansas and Oklahoma for education, networking, and deal-making.



# Record ACHIEVEMENTS

*The TEDC's impact on the Tomball community is being recognized both nationally and internationally.*

**E**xecutive Director, Kelly Violette, was recognized as one of North America's Top 50 Economic Developers by Consultant Connect, a consulting agency designed to bridge the gap between economic developers and site consultants. Violette was nominated by her colleagues in both the economic development industry and the site consultant community for excellent practices, innovation, and success in building the Tomball community.



The Texas Economic Development Council honored the Tomball EDC with a Community Economic Development Award (CEDA). The CEDA Merit Recognition Award was presented for Tomball EDC's efforts in bringing SUEZ Water Technologies and Solutions to the Tomball Business & Technology Park.







In 2018, the TEDC was honored with a Bronze Award by the International Economic Development Council (IEDC) for the TEDC's 2017-2018 Annual Report. The report's theme, Focus on Tomball, was designed to spotlight Tomball's strategic location within the greater Houston region and the city's many assets which make it an attractive place for business.

The Texas Economic Development Council named Tomball EDC a recipient of its annual Economic Excellence Recognition program. The Economic Excellence Recognition was announced at the Texas Economic Development Council's Legislative Conference in Austin on February 21, 2019. The Economic Excellence Recognition program recognizes economic development organizations that meet a desired threshold of professionalism. Violette and Assistant Director, Tiffani Wooten, are both Certified Economic Developers by the IEDC.



# TOMBALL

ECONOMIC DEVELOPMENT CORPORATION

The **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 ½ cent sales tax dedicated to economic development. The TEDC is governed by a seven-member Board of Directors appointed by the Tomball City Council.



[tomballtxedc.org](http://tomballtxedc.org)

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