

FY 2024 TEDC BUDGET PRESENTATION



Tomball EDC: About

- Development Corporation Act of 1979
 - Governed by Chapters 501, 504 and 505 of the Local Government Code
 - City of Tomball election on January 15, 1994
 - Voters approve the levy of ½ cent sales tax – 66.85% in favor
 - Nonprofit Type B Development corporation
 - Distinct entity from the city with separate staff and budget - \$25k Admin Agreement
 - Seven board members appointed by City Council for 2-year terms
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FUNDING SOURCES

- ½¢ SALES TAX COLLECTED WITHIN THE CITY LIMITS OF TOMBALL
- SALES TAX RATE: 8.25%
 - 6.25% - STATE OF TEXAS
 - 1.00% - CITY OF TOMBALL
 - 0.5% - PROPERTY TAX REDUCTION
 - 0.5% -TEDC
- INTEREST REVENUES: SECURITIES & INVESTMENT POOLS
- WE ARE NOT FUNDED BY AN AD-VALOREM (PROPERTY TAX)

Tomball EDC 2023-2024 Goals



1.

BUSINESS RETENTION &
EXPANSION (BRE)



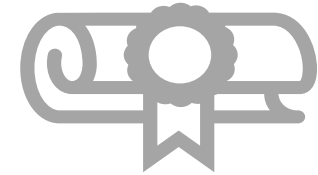
2.

ATTRACTION &
RECRUITMENT



3.

DEVELOPMENT/
REDEVELOPMENT OF
OLD TOWN



4.

EDUCATION &
WORKFORCE
DEVELOPMENT

BUSINESS RETENTION & EXPANSION (BRE)

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

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- Conduct 12 BRE on-site or virtual visits per quarter.
 - Conduct an annual online business survey to identify and manage business needs.
 - Continue the Grow Tomball initiative to highlight and promote local businesses.
 - Share success stories on the Tomball EDC website.
 - Support Tomball EDC podcasts.
 - Develop video success stories to be added to the Tomball EDC website.
 - Expand reach using YouTube, Google SEO, Instagram Reels, and paid ads.
 - Explore creative ways to increase public exposure.
 - Produce programming that meets the needs of the existing industry leaders in Tomball.
 - Host 2 networking events
 - Host 1 Outlook Luncheon
 - Activate the “Made in Tomball” Initiative.



ATTRACTION AND RECRUITMENT

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

- Enhance Tomball's image as a community of choice through creative marketing & branding efforts.
- Support infill & redevelopment opportunities to attract new private sector investment.
- Explore public financing tools including Tax Increment Reinvestment Zones (TIRZ) to finance infrastructure improvements & encourage quality development/redevelopment projects.
- Provide workshops emphasizing financial literacy, business management, marketing, networking, recruitment, etc. that will help their businesses grow or be more profitable.
- Create an Incentives Policy to guide the TEDC in offering economic incentives.
- Initiate a direct marketing campaign for target industries.
- Participate in key industry events.



DEVELOPMENT/REDEVELOPMENT OF OLD TOWN

To encourage quality investment in Tomball's Old Town.

- Partner with the City of Tomball on targeted infrastructure improvements (alleyways, parking, wayfinding, etc.)
 - Partner with stakeholders to help minimize construction disruption and to provide additional marketing assistance for those businesses who do experience disruption.
- Continue to plan for and improve parking and pedestrian access
 - Consider needed improvements
 - Install signage on TEDC lots
 - Fund wayfinding in Old Town directing people to parking
- First Baptist Church Project: Initiate planning process
- Create a project and financing plan for the redevelopment of the South Live Oak Business Park.
- Continue to promote incentives and explore additional ways to encourage upgrades to properties in Old Town.
- Continue to partner with Old Town business owners to further develop and support the Shop and Stroll.



EDUCATION AND WORKFORCE DEVELOPMENT

Partner with local/regional education institutions, City of Tomball, GTACC, and local industries to further develop youth workforce programs and workforce initiatives.

- Continue to serve on the P-TECH Steering Committee with Lone Star College-Tomball, TISD, and HCA officials.
- Research grant funding opportunities for the P-TECH program.
- Continue to serve on the TISD - CTE Advisory Board to create pathways for CTE students to enter the workforce and gain work-based learning credentials with industry partners.
- Work with our Regional Workforce Board and TWC on available resources for local industries.
- Work with local/regional education institutions to support a Grow Tomball – Youth Program.
- Partner with education institutions to host job/career fairs.
- Create and maintain a job board for High School and College Students on the TEDC Website.
- Research funding partners for Internship/Apprenticeship Program.
- Launch the 2023-2024 Internship/Apprenticeship Program.
- Work with TISD to launch a Teacher Externship Program.



FY 2023 Year End Projection

FY 2023 Summary		
	FY 2023 Adopted Budget	FY 2023 Year End Projections
Beginning Fund Balance	\$19,860,898	\$24,755,922
Revenues	\$5,550,000	\$10,064,079
Expenditures	\$16,716,035	\$10,134,185
Revenues Over/ (Under) Expenditures	\$(11,166,035)	\$(70,106)
Ending Fund Balance	\$8,694,863	\$24,665,816

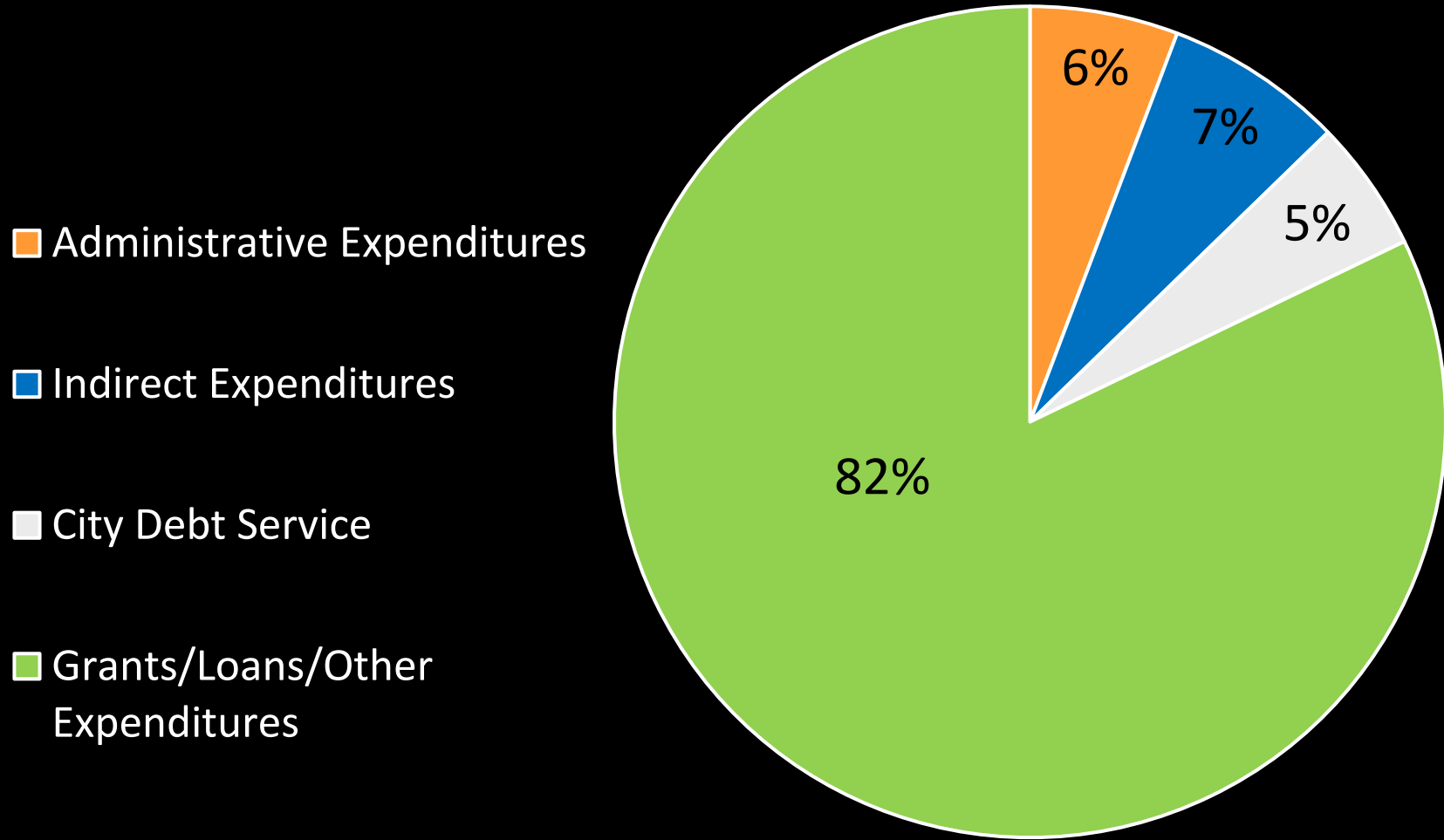
- Sales Tax & Interest Revenues: Projected to exceed original budget by \$800,000
- Business Park Land Sales: \$3,714,079 (4 Lots)
- Expenditures: Projected to be less than budget by \$6.6 million

**Tomball Economic Development Corporation
FY 2024 Proposed Budget**

October 1, 2023 to September 30, 2024

	<u>FY 2022 Actuals</u>	<u>FY 2023 Adopted</u>	<u>FY 2023 Year End</u>	<u>FY 2024 Proposed</u>
Beginning Fund Balance	\$ 20,005,941	\$ 19,860,898	\$24,755,922	\$ 24,665,816
Sales Tax	\$ 5,386,245	\$ 5,100,000	\$ 5,400,000	\$ 5,000,000
Interest	446,297	450,000	950,000	850,000
Other – Land Sales & Lease Payments	2,004,772	-	3,714,079	-
 Total Revenue	\$ 7,845,315	\$ 5,550,000	\$10,064,079	\$ 5,850,000
 Total Available Resources	\$ 27,851,256	\$ 25,410,898	\$34,820,001	\$ 30,515,816

Tomball Economic Development Corporation FY 2023-2024 Proposed Expenditures



EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
Administrative					
Salary & Benefits	\$ 371,126	\$ 390,372	\$ 459,077	\$ 570,016	\$ 632,485
Other Personnel Expenditures	\$ 34,472	\$ 31,953	\$ 58,185	\$ 52,900	\$ 81,100
Service & Supply Expenditures	\$ 99,053	\$ 100,463	\$ 87,720	\$ 104,600	\$ 150,200
Total Administrative Expenditures	\$ 504,651	\$ 522,788	\$ 604,982	\$ 727,516	\$ 863,785

- Compensation & Classification Study is underway – 8/21/2023 Council Budget Workshop
- Assumed 7.5% increase in salaries & wages (consistent w/City of Tomball)

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
Indirect Economic Development Expenses					
Chamber Guide	\$ 8,354	\$ 8,354	\$ 8,354	\$ 8,354	\$ 8,400
Area Street Maps		3,875	-	3,875	-
Marketing	90,768	76,150	83,115	105,000	175,000
Economic Impact Model License	4,299	4,428	4,561	4,565	4,698
Event Sponsorships	6,000	24,028	8,038	20,000	29,000
Promotional Items	6,515	1,160	4,715	6,500	10,000
Printing	6,915	5,404	1,122	6,500	6,500
Website and GIS	31,899	36,299	12,100	24,000	25,000
Professional Services	207,560	191,747	306,423	350,000	750,000
Grow Tomball Initiative	-	-	-	8,300	20,000
Miscellaneous	70,834	78,182	44,914	7,000	15,000
Total Indirect Expenditures	\$ 433,144	\$ 429,626	\$ 473,342	\$ 544,094	\$ 1,043,598

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
City Debt Service					
Utilities Expansion (2002 CO-2/15/2022)	\$ 370,000	\$ 370,000	\$ 370,000		
Business Park Infrastructure (Series 2013)	\$ 533,462	\$ 535,663	\$ 537,663	\$ 539,463	\$ 546,013
Medical Complex/Persimmon (Series 2016)	\$ 222,222	\$ 222,222	\$ 222,222	\$ 222,222	\$ 222,222
Total Debt Service	\$ 1,125,684	\$ 1,127,885	\$ 1,129,885	\$ 761,685	\$ 768,235

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
<u>Grants, Loans, & Other</u>					
Project Grants	\$ 219,848	\$ 210,108	\$ 620,825	\$ 1,800,000	\$ 3,500,000
Sales Tax Reimbursement Grants (380)	\$ 50,139	\$ 50,139	\$ 66,823	\$ 70,130	\$ 11,400
<u>Total</u>	\$269,987	\$260,247	\$687,648	\$1,870,130	\$3,511,400

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
<u>Grants, Loans, & Other</u>					
Business Improvement Grants- Current Year	\$ 130,891	\$ 62,078	\$ 121,344	\$ 302,000	\$ 350,000
Business Improvement Grants- Prior Year	\$ 139,082	\$ 67,000	\$ 197,302	\$ 288,000	\$ 250,000
Total	\$ 269,973	\$ 129,078	\$ 318,646	\$ 590,000	\$ 600,000

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
<u>Grants, Loans, & Other</u>					
Old Town Façade Grants- Current Year	\$ 54,269	-	-	\$ 70,000	\$ 250,000
Old Town Façade Grants- Prior Year	-	\$ 38,783	\$ 125,560	\$ 105,000	\$ 100,000
Old Town Projects				\$ 600,000	\$ 1,500,000
Total	\$ 54,269	\$ 38,783	\$ 125,560	\$ 775,000	\$ 1,850,000

EXPENDITURES

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
<u>Grants, Loans, & Other</u>					
Property Acquisition	\$ 5,062,631	\$ 2,043,540	\$ -	\$ 4,635,760	\$ 3,000,000
South Live Oak Redevelopment	-	\$ 71,341	\$ 76,553	\$ 30,000	\$ 5,000,000
Business Park Expenses	\$ 248,644	\$ 77,781	\$ 133,985	\$ 200,000	\$ 350,000
Total	\$ 5,311,275	\$ 2,192,662	\$ 210,538	\$ 4,865,760	\$ 8,350,000

	FY 2020 Actuals	FY 2021 Actuals	FY 2022 Actuals	FY 2023 Year End Projections	FY 2024 Proposed Budget
<u>Beginning Fund Balance</u>					
Total Available Resources	\$ 26,745,922	\$ 24,458,394	\$ 27,851,256	\$ 34,820,001	\$ 24,665,816
Total All Expenditures	\$ 7,968,983	\$ 4,701,069	\$ 3,550,602	\$ 10,134,185	\$ 16,987,018
Revenues Over (Under) Expenditures	\$ (2,986,157)	\$ 989,650	\$ 4,294,712	\$ (70,106)	\$ (11,137,018)
<u>Ending Fund Balance</u>	\$ 18,767,675	\$ 20,005,941	\$ 24,755,922	\$ 24,665,816	\$ 13,528,798

QUESTIONS?