TOMBALL ECONOMIC DEVELOPMENT CORPORATION MEMORANDUM

TO: TEDC Board of Directors

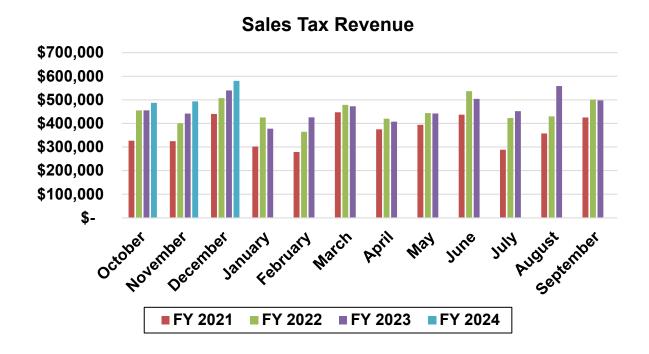
FROM: Katherine Tapscott, Finance Director

SUBJECT: Financial Information for Quarter Ending December 31, 2023

DATE: March 5, 2024

Attached is the financial information for the quarter ending December 31, 2023 for the Tomball Economic Development Corporation.

Total year-to-date (YTD) revenues were \$1,961,262, which was \$498,762 more than the budgeted amount of \$1,462,500. YTD sales tax revenues were \$1,560,996, which was \$310,996 more than the budgeted amount of \$1,250,000. The increase in revenues is primarily due to an increase in sales tax revenues. For fiscal year to date, sales tax revenues were up 8.6% over the previous year on an accrual basis. Interest income was \$320,471, which was \$107,971 more than budgeted for the quarter YTD.



Total administrative expenses for the quarter YTD were \$152,575, which was \$63,371 less than the budgeted amount of \$215,946. Indirect Economic Development costs for the quarter YTD were \$166,188, which was \$94,711 less than the budgeted amount of \$260,900.

Included in the financial information is a schedule of active project grants, which assists with tracking of TEDC grant commitments. The schedule is updated as project grants are added and prior commitments are paid. As of December 31, 2023, the TEDC had outstanding commitments for Board Approved Grants of \$2,450,943.

The Quarterly Investment Report is also included, which lists the details of the TEDC's investment portfolio. As of December 31, 2023, TEDC's cash and cash equivalents totaled over \$21.7 million. Additionally, TEDC held securities with a total market value of \$2,681,515 as of December 31, 2023.

Tomball Economic Development Corporation Profit & Loss Budget vs. Actual

	Oct - Dec 23	Budget	\$ Over Budget	% of Budget		
Ordinary Income/Expense						
Income						
Lease Revenue - FBC	7,500.00					
Lease Revenue - S Live Oak	72,294.98					
Sales Tax	1,560,996.02	5,000,000.00	-3,439,003.98		31.2%	
Interest	320,471.34	850,000.00	-529,528.66		37.7%	
Total Income	1,961,262.34	5,850,000.00	-3,888,737.66		33.5%	
Gross Profit	1,961,262.34	5,850,000.00	-3,888,737.66		33.5%	
Expense						
Administrative Expenditures						
Salaries and Benefits						
Salary-Executive Director	38,722.64	178,360.00	-139,637.36	21.7%		
Salary- Assistant Director	29,503.19	137,290.00	-107.786.81	21.5%		
Salary-Coordinator	17,467.75	80,940.00	-63,472.25	21.6%		
Wages-Admin. Asst.	10,337.85	48,087.00	-37,749.15	21.5%		
Overtime	795.23	3,000.00	-2,204.77	26.5%		
Benefits-Executive Director	11,969.01	68,569.00	-56,599.99	17.5%		
Benefits- Assistant Director	10,537.22	59,395.00	-48,857.78	17.7%		
Benefits-Coordinator	5,122.22	27,316.00	-22,193.78	18.8%		
Benefits-Admin. Asst.	5.247.31	29.528.00	-24.280.69	17.8%		
Total Salaries and Benefits	129,702.42	632,485.00	-502,782.58	20.5%		
Total Salaries and Benefits	129,702.42	632,465.00	-502,762.56	20.5%		
Other Personnel Expenditures						
Auto Allowance-Exec.Director	2,700.00	10.800.00	-8,100.00	25.0%		
Auto Allowance-Assistant Dir	1,500.00	6,000.00	-4,500.00	25.0%		
Phone AllowExec. Dir.	225.00	900.00	-675.00	25.0%		
Phone Allowance- Assistant Dir	225.00	900.00	-675.00	25.0%		
Phone Allowance-Coordinator	225.00	900.00	-675.00	25.0%		
Dues and Subscriptions	1.286.22	13,100.00	-11.813.78	9.8%		
Local Travel Expense	147.51	500.00	-352.49	29.5%		
Seminar/Conference Registration		18.000.00	-18.000.00	20.070		
Travel and Training	3,150.90	30,000.00	-26,849.10	10.5%		
Total Other Personnel Expenditures	9,459.63	81,100.00	-71,640.37	11.7%		
•	•					
Service and Supply Expenditures						
Insurance	548.00	30,000.00	-29,452.00	1.8%		
Contract Administrative Service	6,250.00	25,000.00	-18,750.00	25.0%		
Bank Charges & Postage	27.09	3,500.00	-3,472.91	0.8%		
Computer Equip. and Maint.	136.75	10,000.00	-9,863.25	1.4%		
Communications Services	779.54	5,200.00	-4,420.46	15.0%		
Legal Fees	1,057.50	40,000.00	-38,942.50	2.6%		
Lease Expense-GTACC	4,172.00	26,500.00	-22,328.00	15.7%		
Office Supplies	442.02	10,000.00	-9,557.98	4.4%		
Total Service and Supply Expenditures	13,412.90	150,200.00	-136,787.10	8.9%		
Total Administrative Expenditures	152,574.95	863,785.00	-711,210.05		17.7%	

Tomball Economic Development Corporation Profit & Loss Budget vs. Actual

_	Oct - Dec 23	Budget	\$ Over Budget	% of Budget			
Indirect Economic Development							
Grow Tomball Initiative		20,000.00	-20,000.00				
Economic Impact Model License	4,698.00	4,698.00		100.0%			
Promotional Items		10,000.00	-10,000.00				
Printing	210.84	6,500.00	-6,289.16	3.2%			
Event Sponsorships	6,459.06	29,000.00	-22,540.94	22.3%			
Chamber Guide		8,400.00	-8,400.00				
Marketing	76,796.00	175,000.00	-98,204.00	43.9%			
Website and GIS	12,100.00	25,000.00	-12,900.00	48.4%			
Professional Services	64,825.00	750,000.00	-685,175.00	8.6%			
Miscellaneous	1,099.51	15,000.00	-13,900.49	7.3%			
Total Indirect Economic Development	166,188.41	1,043,598.00	-877,409.59		15.9%		
City Debt Service							
Medical Complex/Persimmon		222,222.00	-222,222.00				
Business Park Infrastructure		546,013.00	-546,013.00				
Total City Debt Service		768,235.00	-768,235.00				
Grants, Loans & Other Exp.							
Old Town Projects		1,500,000.00	-1,500,000.00				
First Baptist Church Expenses	759.53						
South Live Oak Redevelopment	14,280.22	5,000,000.00	-4,985,719.78	0.3%			
Old Town Facade Grants- Prior Y		100,000.00	-100,000.00				
Old Town Facade Grants- Current		250,000.00	-250,000.00				
Businesss Park Expenses	1,292.37	350,000.00	-348,707.63	0.4%			
Sales Tax Reimb.Grants (380)		11,400.00	-11,400.00				
Business Imp. Grants- Prior Yr.	73,183.78	250,000.00	-176,816.22	29.3%			
Business Imp. Grants- Curr. Yr.	15,696.14	350,000.00	-334,303.86	4.5%			
Project Grants	28,565.42	3,500,000.00	-3,471,434.58	0.8%			
Property Acquisition	343,636.60	3,000,000.00	-2,656,363.40	11.5%			
Total Grants, Loans & Other Exp.	477,414.06	14,311,400.00	-13,833,985.94		3.3%		
Total Expense	796,177.42	16,987,018.00	-16,190,840.58		4.7%		
Net Ordinary Income	1,165,084.92	-11,137,018.00	12,302,102.92		-10.5%		
Net Income	1,165,084.92	-11,137,018.00	12,302,102.92		-10.5%		

Tomball Economic Development Corporation Profit & Loss Prev Year Comparison

	Oct - Dec 23	Oct - Dec 22	\$ Change	% Change		
Ordinary Income/Expense						
Income	7.500.00	0.00	7.500.00	100.00/		
Lease Revenue - FBC	7,500.00	0.00	7,500.00	100.0%		
Lease Revenue - S Live Oak	72,294.98	72,019.95	275.03	0.4%		
Sales of Business Park Property	0.00	128,088.82	-128,088.82	-100.0%		
Sales Tax Interest	1,560,996.02 320,471.34	1,437,052.48 188,196.45	123,943.54 132,274.89	8.6% 70.3%		
-			<u> </u>			
Total Income	1,961,262.34	1,825,357.70	135,904.64	7.5%		
Gross Profit	1,961,262.34	1,825,357.70	135,904.64	7.5%		
Expense						
Administrative Expenditures						
Salaries and Benefits						
Salary-Executive Director	38,722.64	35,960.78	2,761.86	7.7%		
Salary- Assistant Director	29,503.19	27,096.79	2,406.40	8.9%		
Salary-Coordinator	17,467.75	16,126.95	1,340.80	8.3%		
Wages-Admin. Asst.	10,337.85	9,412.38	925.47	9.8%		
Overtime	795.23	62.56	732.67	1,171.2%		
Benefits-Executive Director	11,969.01	11,817.33	151.68	1.3%		
Benefits- Assistant Director	10,537.22	11,534.59	-997.37	-8.7%		
Benefits-Coordinator	5,122.22	5,596.22	-474.00	-8.5%		
Benefits-Admin. Asst.	5,247.31	6,559.74	-1,312.43	-20.0%		
Total Salaries and Benefits	129,702.42	124,167.34	5,535.08	4.5%		
Other Personnel Expenditures						
Auto Allowance-Exec.Director	2,700.00	2,700.00	0.00	0.0%		
Auto Allowance-Assistant Dir	1,500.00	1,500.00	0.00	0.0%		
Phone AllowExec. Dir.	225.00	225.00	0.00	0.0%		
Phone Allowance- Assistant Dir	225.00	225.00	0.00	0.0%		
Phone Allowance-Coordinator	225.00	225.00	0.00	0.0%		
Dues and Subscriptions	1,286.22	2,318.70	-1,032.48	-44.5%		
Local Travel Expense	147.51	112.19	35.32	31.5%		
Seminar/Conference Registration	0.00	270.00	-270.00	-100.0%		
Travel and Training	3,150.90	3,629.32	-478.42	-13.2%		
Total Other Personnel Expenditures	9,459.63	11,205.21	-1,745.58	-15.6%		
Service and Supply Expenditures						
Insurance	548.00	549.00	-1.00	-0.2%		
Contract Administrative Service	6,250.00	6,250.00	0.00	0.0%		
Bank Charges & Postage	27.09	6.27	20.82	332.1%		
Computer Equip. and Maint.	136.75	307.25	-170.50	-55.5%		
Communications Services	779.54	1,079.59	-300.05	-27.8%		
Legal Fees	1,057.50	2,756.50	-1,699.00	-61.6%		
Lease Expense-GTACC	4,172.00	6,168.00	-1,996.00	-32.4%		
Office Supplies	442.02	3,191.80	-2,749.78	-86.2%		
Total Service and Supply Expenditures	13,412.90	20,308.41	-6,895.51	-34.0%		
Total Administrative Expenditures	152,574.95	155,680.96	-3,106.01	-2.0%		

Tomball Economic Development Corporation Profit & Loss Prev Year Comparison

	Oct - Dec 23	Oct - Dec 22	\$ Change	% Change
Indirect Economic Development				
Economic Impact Model License	4,698.00	4,561.00	137.00	3.0%
Promotional Items	0.00	1,640.05	-1,640.05	-100.0%
Printing	210.84	241.50	-30.66	-12.7%
Event Sponsorships	6,459.06	9,598.04	-3,138.98	-32.7%
Marketing	76,796.00	65,096.00	11,700.00	18.0%
Website and GIS	12,100.00	12,100.00	0.00	0.0%
Professional Services	64,825.00	60,893.72	3,931.28	6.5%
Miscellaneous	1,099.51	1,196.03	-96.52	<u>-8.1%</u>
Total Indirect Economic Development	166,188.41	155,326.34	10,862.07	7.0%
Grants, Loans & Other Exp.				
First Baptist Church Expenses	759.53	0.00	759.53	100.0%
South Live Oak Redevelopment	14,280.22	14,918.96	-638.74	-4.3%
Old Town Facade Grants- Prior Y	0.00	0.00	0.00	0.0%
Businesss Park Expenses	1,292.37	27,303.84	-26,011.47	-95.3%
Business Imp. Grants- Prior Yr.	73,183.78	107,017.83	-33,834.05	-31.6%
Business Imp. Grants- Curr. Yr.	15,696.14	3,612.50	12,083.64	334.5%
Project Grants	28,565.42	110,280.05	-81,714.63	-74.1%
Property Acquisition	343,636.60	0.00	343,636.60	100.0%
Total Grants, Loans & Other Exp.	477,414.06	263,133.18	214,280.88	81.4%
Total Expense	796,177.42	574,140.48	222,036.94	38.7%
Net Ordinary Income	1,165,084.92	1,251,217.22	-86,132.30	-6.9%
Other Income/Expense Other Income Other Income Unrealized Gains/Losses on Inv. Other Income - Other	9,887.58 0.00	4,863.89 1,824.85	5,023.69 -1,824.85	103.3% -100.0%
Total Other Income	9,887.58	6,688.74	3,198.84	47.8%
Total Other Income	9,887.58	6,688.74	3,198.84	47.8%
Net Other Income	9,887.58	6,688.74	3,198.84	47.8%
Net Income	1,174,972.50	1,257,905.96	-82,933.46	-6.6%

Tomball Economic Development Corporation Balance Sheet Prev Year Comparison

As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change	% Change	
ASSETS					
Current Assets					
Checking/Savings					
Wells Fargo, checking	134,630.79	402,199.22	-267,568.43	-66.5%	
TexasCLASS	1,046,872.02	993,532.67	53,339.35	5.4%	
TexPool	20,596,037.81	16,107,922.48	4,488,115.33	27.9%	
Total Checking/Savings	21,777,540.62	17,503,654.37	4,273,886.25	24.4%	
Accounts Receivable					
Lease Receivable	712,316.00	833,221.00	-120,905.00	-14.5%	
Accounts Receivable - Other	672,831.48	482,200.90	190,630.58	39.5%	
Accounts Receivable	1,083,924.51	992,041.27	91,883.24	9.3%	
Total Accounts Receivable	2,469,071.99	2,307,463.17	161,608.82	7.0%	
Other Current Assets					
Lease Interest Receivable	2,417.00	2,638.00	-221.00	-8.49	
Investment Securities	2,681,515.10	6,287,378.70	-3,605,863.60	-57.49	
Total Other Current Assets	2,683,932.10	6,290,016.70	-3,606,084.60	-57.39	
Total Current Assets	26,930,544.71	26,101,134.24	829,410.47	3.20	
Fixed Assets					
Right-To-Use Lease - Accum Dep	-35,689.00	0.00	-35,689.00	-100.09	
Right-To-Use Lease Bldgs/Impr	37,176.00	0.00	37,176.00	100.09	
Buildings and Improvements					
Accumulated Depreciation	-842,228.25	-525,593.38	-316,634.87	-60.2%	
Buildings and Improvements - Other	8,451,365.90	4,233,067.57	4,218,298.33	99.7%	
Total Buildings and Improvements	7,609,137.65	3,707,474.19	3,901,663.46	105.29	
Land	4,023,570.51	3,573,659.34	449,911.17	12.69	
Total Fixed Assets	11,634,195.16	7,281,133.53	4,353,061.63	59.89	
Other Assets	40.404.54		40.404.54	400.00	
Leasing Commissions	16,401.51	0.00	16,401.51	100.09	
Total Other Assets	16,401.51	0.00	16,401.51	100.09	
TOTAL ASSETS	38,581,141.38	33,382,267.77	5,198,873.61	15.69	
IABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
Accounts Payable	168,571.49	313,230.96	-144,659.47	-46.29	
Total Accounts Payable	168,571.49	313,230.96	-144,659.47	-46.29	
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Tomball Economic Development Corporation Balance Sheet Prev Year Comparison

As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change	% Change		
Other Current Liabilities Lease Liability Refundable Deposit	1,505.00 10,869.00	0.00 10,869.00	1,505.00 0.00	100.0% 0.0%		
Total Other Current Liabilities	12,374.00	10,869.00	1,505.00	13.9%		
Total Current Liabilities	180,945.49	324,099.96	-143,154.47	-44.2%		
Long Term Liabilities Deferred Inflows - Leases	676,887.00	811,840.00	-134,953.00	-16.6%		
Total Long Term Liabilities	676,887.00	811,840.00	-134,953.00	-16.6%		
Total Liabilities	857,832.49	1,135,939.96	-278,107.47	-24.5%		
Equity Fund Balance Board Approved Grants Fund Balance - Other	2,450,943.43 28,286,643.76	1,738,406.57 25,371,389.47	712,536.86 2,915,254.29	41.0% 11.5%		
Total Fund Balance	30,737,587.19	27,109,796.04	3,627,791.15	13.4%		
Retained Earnings Net Income	5,810,749.20 1,174,972.50	3,878,625.81 1,257,905.96	1,932,123.39 -82,933.46	49.8% -6.6%		
Total Equity	37,723,308.89	32,246,327.81	5,476,981.08	17.0%		
TOTAL LIABILITIES & EQUITY	38,581,141.38	33,382,267.77	5,198,873.61	15.6%		

TOMBALL ECONOMIC DEVELOPMENT CORPORATION

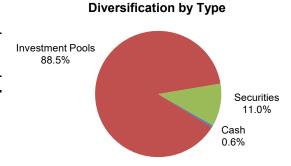
ACTIVE PROJECT GRANTS (BOARD APPROVED GRANTS) AS OF DECEMBER 31, 2023

	APPRO	OVED		ADDITION	IS/DELETIONS	P	AID	REMAINING
GRANTEE	DATE	AMOUNT	EXPIRATION DATE	DATE	AMOUNT	DATE	AMOUNT	AMOUNT
Dancing Falls Development, LLC	11/14/2017	50,925.00				1/14/2020	15,277.50	
	,,					3/5/2021	5,092.50	
						9/1/2021	12,731.25	
						3/22/2022	5,092.50	12,731.25
ARC Management, LLC	5/15/2018	186,700.00				12/14/2022	105,646.82	81,053.18
JDR Cable Systems, Inc.	12/17/2019	135,591.00	2/23/2024				•	135,591.00
Houston Poly Bag I, Ltd	5/28/2020	84,894.00	8/3/2024					84,894.00
The Hutson Group	1/12/2021	48,800.00	3/9/2023			2/28/2023	23,664.00	25,136.00
TECHSICO Wireless	11/9/2021	20,529.00	1/16/2024					20,529.00
GK Hospitality Development, LLC	11/9/2021	105,100.00	7/16/2024					105,100.00
Project Hanks/Macy's Inc.	1/11/2022	580,864.00	3/20/2024					580,864.00
Della Casa Pasta LLC	11/15/2022	16,077.00	1/10/2024					16,077.00
Persimmon Global Logistics	1/10/2023	16,920.00	3/11/2025			9/26/2023	12,470.00	4,450.00
Hufsmith-Kohrville Business Park, LLC	1/10/2023	122,722.00	9/11/2024					122,722.00
Church Holdings, Inc.	1/10/2023	426,639.00	9/11/2024					426,639.00
BCS Tomball Main, LLC	1/10/2023	123,094.00	9/11/2024					123,094.00
STUDIO a28, LLC	1/10/2023	4,063.00	3/11/2024					4,063.00
The Garza Agency	9/12/2023	10,000.00	11/11/2024					10,000.00
T & R Harmon, LLC DBA Craving Kernels	11/14/2023	8,820.00	1/18/2025					8,820.00
First Community Credit Union	11/14/2023	64,721.00	7/18/2025					64,721.00
IC Star Solar (USA), LLC	11/14/2023	522,000.00	1/18/2029					522,000.00
Headquarters TOO, LLC	11/14/2023	102,459.00	7/18/2025					102,459.00
Total		\$ 2,630,918.00			\$ -		\$ 237,669.85	\$ 2,450,943.43

TOMBALL ECONOMIC DEVELOPMENT CORPORATION **QUARTERLY INVESTMENT REPORT**

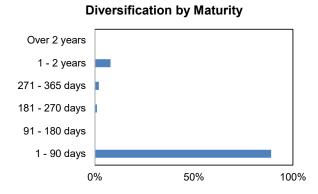
December 31, 2023

Market Value 12/31/2023 9/30/2023 Change Cash \$ 143,988 134,631 (9,357)**Investment Pools** 20,754,794 21,642,910 888,116 2,586,628 94,887 Securities 2,681,515 Total Portfolio \$ 23,485,410 24,459,056 973,646



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

		Current	Percent
	M	arket Value	Portfolio
1 - 90 days	\$	21,777,541	89%
91 - 180 days		-	0%
181 - 270 days		252,975	1%
271 - 365 days		493,940	2%
1 - 2 years		1,934,600	8%
Over 2 years		-	0%
Total Portfolio	\$	24,459,056	



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

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

Katherine Tapscott **Finance Director**

TOMBALL ECONOMIC DEVELOPMENT CORPORATION INVESTMENTS IN SECURITIES 12/31/2023

SECURITY DESCRIPTION	CUSIP NUMBER	MATURITY DATE	COUPON YIELD	PAR VALUE	MARKET VALUE	DAYS AFTER 12/31/23	INDIVIDUAL MARKET VALUE/TOTAL	WAM DAYS x PERCENT	Callable
Royse City Tx Cert of Obl	780860MK5	8/15/2024	5.000%	\$ 250,000	\$ 252,975	228	9.43%	22	N
2 Texas State TXBL- Pub Fin Auth	882724GV3	10/1/2024	3.225%	\$ 500,000	\$ 493,940	275	18.42%	51	N
Texas St TXBL-Public Finance Auth Lease	882724GV3	2/2/2025	2.000%	\$ 500,000	\$ 484,461	399	18.07%	72	N
Federal Home Loan Bank	3130AX3R7	3/11/2025	5.580%	\$ 500,000	\$ 499,608	436	18.63%	81	Υ
Federal Home Loan Bank	3130AMTK8	6/30/2025	1.000%	\$ 1,000,000	\$ 950,531	547	35.45%	194	Υ
		TOTAL	3.361%	\$ 2,750,000	\$ 2,681,515	377	100.00%	419	

TOMBALL ECONOMIC DEVELOPMENT CORPORATION CASH AND CASH EQUIVALENTS

December 31, 2023

FUNDS	CASH AND CASH EQUIVALENTS								<u>IN\</u>	/ESTMENTS		
MAJOR FUNDS	TE	AS CLASS TEXPOOL			OPERATING ACCOUNTS		TOTAL CASH AND CASH EQUIVALENTS		AND CASH TOTAL		EQL	AL CASH, CASH JIVALENTS AND IVESTMENTS
General	\$	1,046,872	\$	20,596,038	\$	134,631	\$	21,777,541	\$	2,681,515	\$	24,459,056
TOTAL	\$	1,046,872	\$	20,596,038	\$	134,631	\$	21,777,541	\$	2,681,515	\$	24,459,056