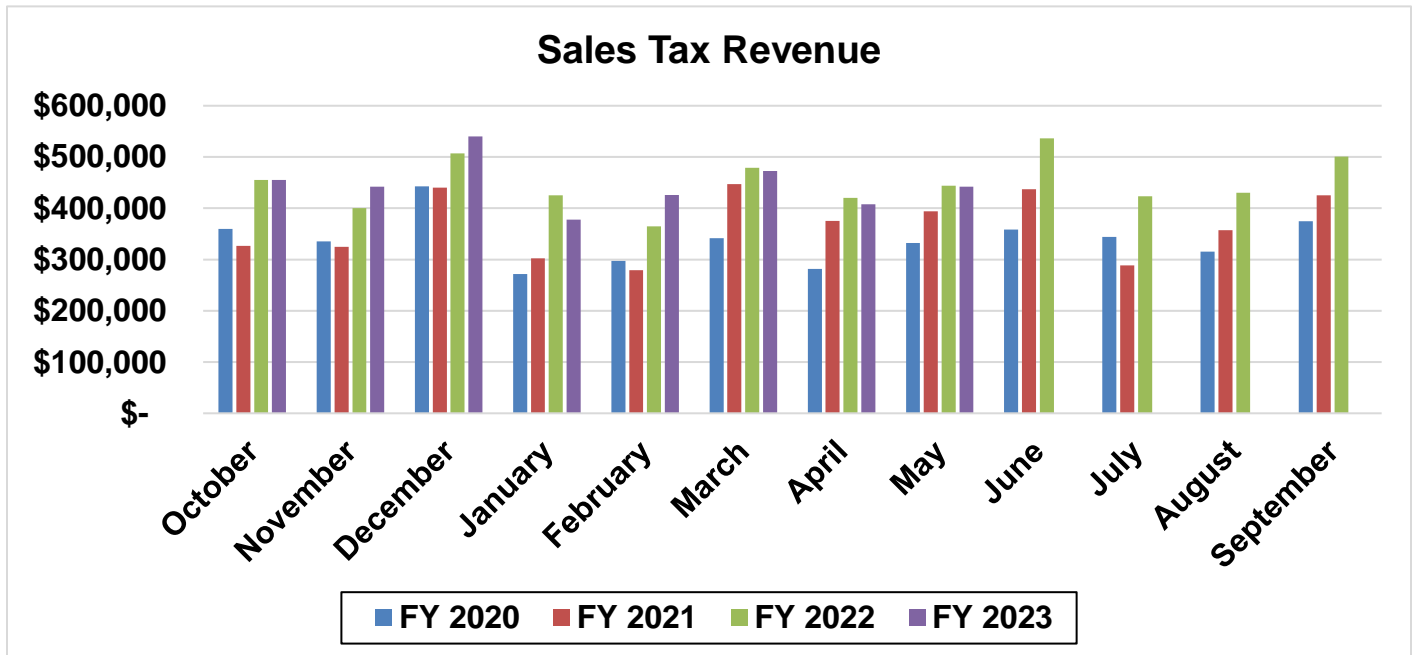


TOMBALL ECONOMIC DEVELOPMENT CORPORATION MEMORANDUM

TO: TEDC Board of Directors
FROM: Katherine Tapscott, Finance Director
SUBJECT: Financial Information for Quarter Ending June 30, 2023
DATE: August 8, 2023

Attached is the financial information for the quarter ending June 30, 2023 for the Tomball Economic Development Corporation.

Total year-to-date (YTD) revenues were \$8,213,561, which was \$4,051,061 more than the budgeted amount of \$4,162,500. YTD sales tax revenues were \$3,563,032, which was \$261,968 less than the budgeted amount of \$3,825,000. The decrease is due to sales tax revenue including eight (8) months of sales tax collections, since the June sales tax allocation was not received as of the date of this report. For fiscal year to date, sales tax revenues were up 1.9% over the previous year on an accrual basis. Interest income was \$726,029, which was \$388,529 more than budget for the quarter YTD.



Total administrative expenses for the quarter YTD were \$515,003, which was \$92,786 less than the budgeted amount of \$607,789. Indirect Economic Development costs for the quarter YTD were \$385,429, which was \$157,545 less than the budgeted amount of \$542,974.

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 June 30, 2023, the TEDC had outstanding commitments for Board Approved Grants of \$1,875,234.

The Quarterly Investment Report is also included, which lists the details of the TEDC's investment portfolio. As of June 30, 2023, TEDC's cash and cash equivalents totaled over \$19 million. Additionally, TEDC held securities with a total market value of \$3,078,092 as of June 30, 2023.

Tomball Economic Development Corporation
Profit & Loss Budget vs. Actual
 October 2022 through June 2023

	Oct '22 - Jun 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Lease Revenue	210,419.85		210,419.85	100.0%
Sales of Business Park Property	3,714,078.99		3,714,078.99	100.0%
Sales Tax	3,563,032.49	5,100,000.00	-1,536,967.51	69.9%
Interest	726,029.32	450,000.00	276,029.32	161.3%
Total Income	8,213,560.65	5,550,000.00	2,663,560.65	148.0%
Gross Profit	8,213,560.65	5,550,000.00	2,663,560.65	148.0%
Expense				
Administrative Expenditures				
Salaries and Benefits				
Salary-Executive Director	118,461.73	165,926.00	-47,464.27	71.4%
Salary- Assistant Director	91,521.20	125,855.00	-34,333.80	72.7%
Salary-Coordinator	53,627.73	75,255.00	-21,627.27	71.3%
Wages-Admin. Asst.	31,443.59	55,000.00	-23,556.41	57.2%
Wages-Part Time		8,300.00	-8,300.00	
Overtime	62.56		62.56	100.0%
Benefits-Executive Director	44,457.19	50,113.00	-5,655.81	88.7%
Benefits- Assistant Director	40,139.15	50,910.00	-10,770.85	78.8%
Benefits-Coordinator	18,587.26	23,720.00	-5,132.74	78.4%
Benefits-Admin. Asst.	20,821.34	37,506.00	-16,684.66	55.5%
Total Salaries and Benefits	419,121.75	592,585.00	-173,463.25	70.7%
Other Personnel Expenditures				
Auto Allowance-Exec. Director	8,100.00	10,800.00	-2,700.00	75.0%
Auto Allowance-Assistant Dir	4,500.00	6,000.00	-1,500.00	75.0%
Phone Allow.-Exec. Dir.	675.00	900.00	-225.00	75.0%
Phone Allowance- Assistant Dir	675.00	900.00	-225.00	75.0%
Phone Allowance-Coordinator	675.00	900.00	-225.00	75.0%
Dues and Subscriptions	7,189.26	13,100.00	-5,910.74	54.9%
Local Travel Expense	256.73	500.00	-243.27	51.3%
Seminar/Conference Registration	6,682.50	18,000.00	-11,317.50	37.1%
Travel and Training	6,457.48	30,000.00	-23,542.52	21.5%
Total Other Personnel Expenditures	35,210.97	81,100.00	-45,889.03	43.4%
Service and Supply Expenditures				
Insurance	1,782.50	18,000.00	-16,217.50	9.9%
Contract Administrative Service	18,750.00	25,000.00	-6,250.00	75.0%
Bank Charges & Postage	55.83	3,500.00	-3,444.17	1.6%
Computer Equip. and Maint.	4,461.19	10,000.00	-5,538.81	44.6%
Communications Services	3,376.89	5,200.00	-1,823.11	64.9%
Legal Fees	7,491.00	40,000.00	-32,509.00	18.7%
Lease Expense-GTACC	20,168.71	25,000.00	-4,831.29	80.7%
Office Supplies	4,583.82	10,000.00	-5,416.18	45.8%
Total Service and Supply Expenditures	60,669.94	136,700.00	-76,030.06	44.4%
Total Administrative Expenditures	515,002.66	810,385.00	-295,382.34	63.6%

Tomball Economic Development Corporation
Profit & Loss Budget vs. Actual
 October 2022 through June 2023

	Oct '22 - Jun 23	Budget	\$ Over Budget	% of Budget
Indirect Economic Development				
Grow Tomball Initiative		20,000.00	-20,000.00	
Economic Impact Model License	4,561.00	4,565.00	-4.00	99.9%
Promotional Items	1,640.05	6,500.00	-4,859.95	25.2%
Printing	4,120.25	6,500.00	-2,379.75	63.4%
Event Sponsorships	12,518.66	29,000.00	-16,481.34	43.2%
Chamber Guide		8,400.00	-8,400.00	
Area Street Maps	3,875.00	4,000.00	-125.00	96.9%
Marketing	80,541.00	105,000.00	-24,459.00	76.7%
Website and GIS	8,100.00	25,000.00	-16,900.00	32.4%
Professional Services	265,186.45	500,000.00	-234,813.55	53.0%
Miscellaneous	4,886.46	15,000.00	-10,113.54	32.6%
Total Indirect Economic Development	385,428.87	723,965.00	-338,536.13	53.2%
City Debt Service				
Medical Complex/Persimmon	222,222.00	222,222.00		100.0%
Business Park Infrastructure	479,306.25	539,463.00	-60,156.75	88.8%
Total City Debt Service	701,528.25	761,685.00	-60,156.75	92.1%
Grants, Loans & Other Exp.				
South Live Oak Redevelopment	63,025.63	5,000,000.00	-4,936,974.37	1.3%
Old Town Facade Grants- Prior Y	33,469.37	100,000.00	-66,530.63	33.5%
Old Town Facade Grants- Current		250,000.00	-250,000.00	
Business Park Expenses	66,573.26	300,000.00	-233,426.74	22.2%
Sales Tax Reimb.Grants (380)	70,129.55	70,000.00	129.55	100.2%
Business Imp. Grants- Prior Yr.	248,543.47	250,000.00	-1,456.53	99.4%
Business Imp. Grants- Curr. Yr.	84,766.13	350,000.00	-265,233.87	24.2%
Project Grants	1,987,761.56	2,500,000.00	-512,238.44	79.5%
Property Acquisition	4,635,759.50	5,000,000.00	-364,240.50	92.7%
Total Grants, Loans & Other Exp.	7,190,028.47	13,820,000.00	-6,629,971.53	52.0%
Total Expense	8,791,988.25	16,116,035.00	-7,324,046.75	54.6%
Net Ordinary Income	-578,427.60	-10,566,035.00	9,987,607.40	5.5%
Net Income	-578,427.60	-10,566,035.00	9,987,607.40	5.5%

Tomball Economic Development Corporation
Profit & Loss Prev Year Comparison
October 2022 through June 2023

	Oct '22 - Jun 23	Oct '21 - Jun 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Lease Revenue	210,419.85	218,968.01	-8,548.16	-3.9%
Miscellaneous	0.00	1,264.55	-1,264.55	-100.0%
Sales of Business Park Property	3,714,078.99	1,646,929.61	2,067,149.38	125.5%
Grants	0.00	8,000.00	-8,000.00	-100.0%
Sales Tax	3,563,032.49	3,495,557.66	67,474.83	1.9%
Interest	726,029.32	248,487.37	477,541.95	192.2%
Total Income	8,213,560.65	5,619,207.20	2,594,353.45	46.2%
Gross Profit	8,213,560.65	5,619,207.20	2,594,353.45	46.2%
Expense				
Administrative Expenditures				
Salaries and Benefits				
Salary-Executive Director	118,461.73	97,071.66	21,390.07	22.0%
Salary- Assistant Director	91,521.20	66,303.34	25,217.86	38.0%
Salary-Coordinator	53,627.73	43,496.68	10,131.05	23.3%
Wages-Admin. Asst.	31,443.59	22,307.68	9,135.91	41.0%
Overtime	62.56	20.55	42.01	204.4%
Benefits-Executive Director	44,457.19	34,210.29	10,246.90	30.0%
Benefits- Assistant Director	40,139.15	35,297.55	4,841.60	13.7%
Benefits-Coordinator	18,587.26	16,225.64	2,361.62	14.6%
Benefits-Admin. Asst.	20,821.34	22,792.97	-1,971.63	-8.7%
Total Salaries and Benefits	419,121.75	337,726.36	81,395.39	24.1%
Other Personnel Expenditures				
Auto Allowance-Exec. Director	8,100.00	8,100.00	0.00	0.0%
Auto Allowance-Assistant Dir	4,500.00	4,500.00	0.00	0.0%
Phone Allow.-Exec. Dir.	675.00	675.00	0.00	0.0%
Phone Allowance- Assistant Dir	675.00	675.00	0.00	0.0%
Phone Allowance-Coordinator	675.00	0.00	675.00	100.0%
Dues and Subscriptions	7,189.26	9,101.79	-1,912.53	-21.0%
Local Travel Expense	256.73	72.22	184.51	255.5%
Seminar/Conference Registration	6,682.50	6,552.00	130.50	2.0%
Travel and Training	6,457.48	9,236.09	-2,778.61	-30.1%
Total Other Personnel Expenditures	35,210.97	38,912.10	-3,701.13	-9.5%
Service and Supply Expenditures				
Insurance	1,782.50	553.76	1,228.74	221.9%
Contract Administrative Service	18,750.00	18,750.00	0.00	0.0%
Bank Charges & Postage	55.83	1,825.55	-1,769.72	-96.9%
Computer Equip. and Maint.	4,461.19	3,072.44	1,388.75	45.2%
Communications Services	3,376.89	2,821.23	555.66	19.7%
Legal Fees	7,491.00	7,340.50	150.50	2.1%
Lease Expense-GTACC	20,168.71	18,887.65	1,281.06	6.8%
Office Supplies	4,583.82	2,821.69	1,762.13	62.5%
Total Service and Supply Expenditures	60,669.94	56,072.82	4,597.12	8.2%
Total Administrative Expenditures	515,002.66	432,711.28	82,291.38	19.0%

Tomball Economic Development Corporation
Profit & Loss Prev Year Comparison
October 2022 through June 2023

	Oct '22 - Jun 23	Oct '21 - Jun 22	\$ Change	% Change
Indirect Economic Development				
Economic Impact Model License	4,561.00	4,561.00	0.00	0.0%
Promotional Items	1,640.05	4,714.78	-3,074.73	-65.2%
Printing	4,120.25	691.00	3,429.25	496.3%
Event Sponsorships	12,518.66	6,560.00	5,958.66	90.8%
Area Street Maps	3,875.00	0.00	3,875.00	100.0%
Marketing	80,541.00	72,255.00	8,286.00	11.5%
Website and GIS	8,100.00	12,100.00	-4,000.00	-33.1%
Professional Services	265,186.45	206,627.93	58,558.52	28.3%
Miscellaneous	4,886.46	44,565.60	-39,679.14	-89.0%
Total Indirect Economic Development	385,428.87	352,075.31	33,353.56	9.5%
City Debt Service				
Medical Complex/Persimmon	222,222.00	222,222.00	0.00	0.0%
Business Park Infrastructure	479,306.25	473,356.25	5,950.00	1.3%
Southside Utility Ext.(2/15/22)	0.00	370,000.00	-370,000.00	-100.0%
Total City Debt Service	701,528.25	1,065,578.25	-364,050.00	-34.2%
Grants, Loans & Other Exp.				
South Live Oak Redevelopment	63,025.63	58,697.52	4,328.11	7.4%
Old Town Facade Grants- Prior Y	33,469.37	88,357.85	-54,888.48	-62.1%
Business Park Expenses	66,573.26	84,950.27	-18,377.01	-21.6%
Sales Tax Reimb.Grants (380)	70,129.55	66,823.15	3,306.40	5.0%
Business Imp. Grants- Prior Yr.	248,543.47	111,689.96	136,853.51	122.5%
Business Imp. Grants- Curr. Yr.	84,766.13	71,150.45	13,615.68	19.1%
Project Grants	1,987,761.56	218,790.15	1,768,971.41	808.5%
Property Acquisition	4,635,759.50	0.00	4,635,759.50	100.0%
Total Grants, Loans & Other Exp.	7,190,028.47	700,459.35	6,489,569.12	926.5%
Total Expense	8,791,988.25	2,550,824.19	6,241,164.06	244.7%
Net Ordinary Income	-578,427.60	3,068,383.01	-3,646,810.61	-118.9%
Other Income/Expense				
Other Income				
Other Income				
Unrealized Gains/Losses on Inv.	10,577.63	-363,455.06	374,032.69	102.9%
Other Income - Other	6,742.24	15,563.53	-8,821.29	-56.7%
Total Other Income	17,319.87	-347,891.53	365,211.40	105.0%
Total Other Income	17,319.87	-347,891.53	365,211.40	105.0%
Net Other Income	17,319.87	-347,891.53	365,211.40	105.0%
Net Income	-561,107.73	2,720,491.48	-3,281,599.21	-120.6%

Tomball Economic Development Corporation
Balance Sheet Prev Year Comparison
As of June 30, 2023

	Jun 30, 23	Jun 30, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Wells Fargo, checking	186,879.05	168,478.39	18,400.66	10.9%
TexasCLASS	1,018,220.17	978,629.48	39,590.69	4.1%
TexPool	17,977,594.28	13,824,568.32	4,153,025.96	30.0%
Total Checking/Savings	19,182,693.50	14,971,676.19	4,211,017.31	28.1%
Accounts Receivable				
Lease Receivable	833,221.00	0.00	833,221.00	100.0%
Accounts Receivable - Other	593,813.04	369,373.39	224,439.65	60.8%
Accounts Receivable	452,328.65	454,171.01	-1,842.36	-0.4%
Total Accounts Receivable	1,879,362.69	823,544.40	1,055,818.29	128.2%
Other Current Assets				
Lease Interest Receivable	2,638.00	0.00	2,638.00	100.0%
Investment Securities	3,078,092.44	6,712,803.93	-3,634,711.49	-54.2%
Total Other Current Assets	3,080,730.44	6,712,803.93	-3,632,073.49	-54.1%
Total Current Assets	24,142,786.63	22,508,024.52	1,634,762.11	7.3%
Fixed Assets				
Buildings and Improvements				
Accumulated Depreciation	-525,593.38	-313,940.00	-211,653.38	-67.4%
Buildings and Improvements - Other	4,233,067.57	4,233,067.57	0.00	0.0%
Total Buildings and Improvements	3,707,474.19	3,919,127.57	-211,653.38	-5.4%
Land	3,573,659.34	3,871,114.37	-297,455.03	-7.7%
Total Fixed Assets	7,281,133.53	7,790,241.94	-509,108.41	-6.5%
TOTAL ASSETS	31,423,920.16	30,298,266.46	1,125,653.70	3.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	173,897.04	206,275.28	-32,378.24	-15.7%
Total Accounts Payable	173,897.04	206,275.28	-32,378.24	-15.7%

Tomball Economic Development Corporation
Balance Sheet Prev Year Comparison
As of June 30, 2023

	Jun 30, 23	Jun 30, 22	\$ Change	% Change
Other Current Liabilities				
Refundable Deposit	10,869.00	10,869.00	0.00	0.0%
Total Other Current Liabilities	10,869.00	10,869.00	0.00	0.0%
Total Current Liabilities	184,766.04	217,144.28	-32,378.24	-14.9%
Long Term Liabilities				
Deferred Inflows - Leases	811,840.00	0.00	811,840.00	100.0%
Total Long Term Liabilities	811,840.00	0.00	811,840.00	100.0%
Total Liabilities	996,606.04	217,144.28	779,461.76	359.0%
Equity				
Fund Balance				
Board Approved Grants	1,875,233.95	2,261,166.25	-385,932.30	-17.1%
Fund Balance - Other	28,862,353.24	24,848,629.79	4,013,723.45	16.2%
Total Fund Balance	30,737,587.19	27,109,796.04	3,627,791.15	13.4%
Retained Earnings	250,834.66	250,834.66	0.00	0.0%
Net Income	-561,107.73	2,720,491.48	-3,281,599.21	-120.6%
Total Equity	30,427,314.12	30,081,122.18	346,191.94	1.2%
TOTAL LIABILITIES & EQUITY	31,423,920.16	30,298,266.46	1,125,653.70	3.7%

TOMBALL ECONOMIC DEVELOPMENT CORPORATION
ACTIVE PROJECT GRANTS (BOARD APPROVED GRANTS)
AS OF JUNE 30, 2023

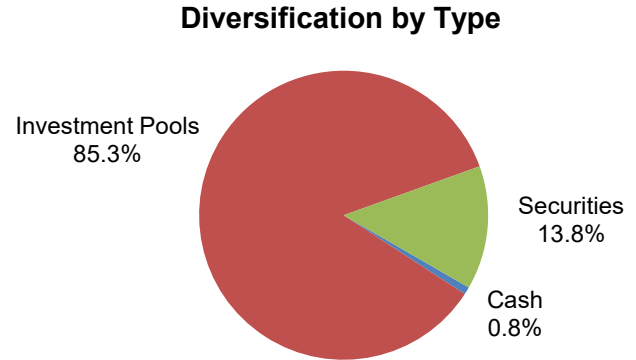
GRANTEE	APPROVED		ADDITIONS/DELETIONS		PAID		REMAINING AMOUNT
	DATE	AMOUNT	EXPIRATION DATE	DATE	AMOUNT	AMOUNT	
Dancing Falls Development, LLC	11/14/2017	50,925.00					
					1/14/2020	15,277.50	
					3/5/2021	5,092.50	
					9/1/2021	12,731.25	
					3/22/2022	5,092.50	12,731.25
					12/14/2022	105,646.82	81,053.18
ARC Management, LLC	5/15/2018	186,700.00					135,591.00
JDR Cable Systems, Inc.	12/17/2019	135,591.00	2/23/2024				84,894.00
Houston Poly Bag I, Ltd	5/28/2020	84,894.00	8/3/2023				25,136.00
The Hutson Group	1/12/2021	48,800.00	3/9/2023		2/28/2023	23,664.00	71,181.00
Dicar, Inc.	7/13/2021	71,181.00	8/7/2023				8,236.00
Silver Accounting Group, LLC	11/9/2021	8,236.00	1/16/2023				20,529.00
TECHSICO Wireless	11/9/2021	20,529.00	1/16/2024				105,100.00
GK Hospitality Development, LLC	11/9/2021	105,100.00	7/16/2023				
Friends of Tomball Community Library	11/9/2021	47,614.00			1/11/2023	9,856.42	
					2/6/2023	14,748.42	
					3/28/2023	4,817.40	
					6/20/2023	2,455.34	15,736.42
Decatur Professional Development, LLC	1/11/2022	6,600.00	3/20/2023				6,600.00
Project Hanks/Macy's Inc.	1/11/2022	580,864.00	3/20/2024				580,864.00
Sip Hip Hooray	5/10/2022	40,545.00			10/11/2022	5,018.85	
					12/13/2022	4,633.23	
					1/10/2023	3,658.36	
					2/27/2023	5,875.01	
					5/16/2023	4,950.72	
					6/27/2023	5,216.73	11,192.10
Clearhope Counseling & Wellness Center, LP	8/2/2022	6,875.00	9/27/2023				6,875.00
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				16,920.00
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
Total		\$ 3,818,969.00				\$ 1,952,669.85	\$ 1,875,233.95

TOMBALL ECONOMIC DEVELOPMENT CORPORATION

QUARTERLY INVESTMENT REPORT

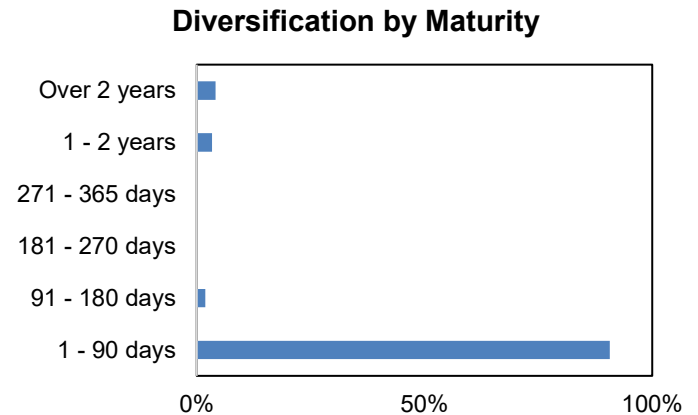
June 30, 2023

	Market Value		Change
	3/31/2023	6/30/2023	
Cash	\$ 585,145	\$ 186,879	\$ (398,266)
Investment Pools	19,880,156	18,995,814	(884,341)
Securities	4,344,456	3,078,092	(1,266,364)
Total Portfolio	\$ 24,809,757	\$ 22,260,786	\$ (2,548,971)



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 Market Value	Percent Portfolio
1 - 90 days	\$ 20,181,522	91%
91 - 180 days	417,664	2%
181 - 270 days	-	0%
271 - 365 days	-	0%
1 - 2 years	741,632	3%
Over 2 years	919,968	4%
Total Portfolio	\$ 22,260,786	



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
PORTFOLIO AS OF JUNE 30, 2023**

SECURITY DESCRIPTION	CUSIP NUMBER	MATURITY DATE	COUPON YIELD	PAR VALUE	MARKET VALUE	DAYS AFTER 06/30/23	INDIVIDUAL MARKET VALUE/TOTAL	WAM DAYS x PERCENT	Callable
1 San Marcos TX Consol ISD Txbl Ref	798781XV7	8/1/2023	4.000%	\$ 1,000,000	\$ 998,829	32	32.45%	10	N
2 Conroe TX Cert of Obl	2083992X2	11/15/2023	5.000%	\$ 415,000	\$ 417,664	138	13.57%	19	N
3 Royse City Tx Cert of Obl	780860MK5	8/15/2024	5.000%	\$ 250,000	\$ 255,012	412	8.28%	34	N
4 Texas State TXBL- Pub Fin Auth	882724GV3	10/1/2024	3.225%	\$ 500,000	\$ 486,619	459	15.81%	73	N
5 Federal Home Loan Bank	3130AMTK8	6/30/2025	1.000%	\$ 1,000,000	\$ 919,968	731	29.89%	218	Y
TOTAL				3.645%	\$ 3,165,000	\$ 3,078,092	354	100.00%	354

**TOMBALL ECONOMIC DEVELOPMENT CORPORATION
CASH AND CASH EQUIVALENTS
FOR QUARTER ENDING
June 30, 2023**

FUNDS	CASH AND CASH EQUIVALENTS				INVESTMENTS	
MAJOR FUNDS	TEXAS CLASS	TEXPOOL	OPERATING ACCOUNTS	TOTAL CASH AND CASH EQUIVALENTS	TOTAL INVESTMENTS	TOTAL CASH, CASH EQUIVALENTS AND INVESTMENTS
General	\$ 1,018,220	\$ 17,977,594	\$ 186,879	\$ 19,182,694	\$ 3,078,092	\$ 22,260,786
TOTAL	\$ 1,018,220	\$ 17,977,594	\$ 186,879	\$ 19,182,694	\$ 3,078,092	\$ 22,260,786