



**DEVELOP
RICHMOND**
TEXAS EST. 1837

DEVELOPMENT CORPORATION OF RICHMOND

ANNUAL REPORT

2022



CONNECTING OUR FUTURE WITH TODAY





1 Board of Directors

PAGE 04



2 Letter From the Director

PAGE 05



3 Growing Partnerships

PAGE 06-07



4 ECONOMIX / FAM Tour

PAGE 08



5 Capital Projects

PAGE 09



6 Grant Funds

PAGE 10



7 Farmer's Market

PAGE 11



8 Tourism EDA Grants

PAGE 12



9 Small Business Development

PAGE 13-15



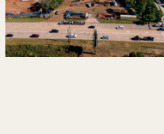
1 Coffee at the BLOCK

PAGE 16



0 Short & Long Term Challenges

PAGE 17



1 FY 2022 DCR Financials

PAGE 18

1

1

2

Board of DIRECTORS



Joe Bonham
President

Kit Jones
Vice-President

Terry Gaul
Treasur

Nancie Rain
Secretary

William Morefield III,
Director

Tim Jeffcoat,
Director

Rebecca Haas,
Director



Mr. Joe Bonham & Mayor Haas

Commissioner Terry Gaul

We are extremely grateful for Mr. Joe Bonham, who served as 2021 & 2022 chairman of our DCR Board. He decided to resign from the board this year and we are so appreciative for his years of service.

Commissioner Terry Gaul served on the DCR board as the appointed Commissioner to the DCR Board and has completed his term on the board this year.

Letter From The DIRECTOR

Jerry W. Jones Jr.



For more than two years, I have been honored to serve the Richmond, Texas, community. While the world was reeling from covid-19, I found resolve in a community that remained hungry for growth and development. This community never stopped working and has shown resilience and a positive response toward some of the new ideas we have presented to them.

Richmond is a community full of both growth and historic charm. We are fortunate to have an engaged Development Corporation of Richmond (DCR) Board of Directors. The goals and the objectives of the corporation are decided by their desire to see Richmond grow and develop.

DCR diligently works to attract businesses and investments that will help to diversify the already vibrant mixture of existing businesses within Richmond. The first two quarters of 2022 has proved to be a year of businesses seeking how to strengthen and grow. As we look over the past few months, we are extremely proud of what we have

accomplished with limited capacity. As we continue to seek the interest and investment of developers and business owners, it is apparent that we will have to grow an ecosystem that can build a strong platform for our business community. We must create our very own small and large businesses. It won't happen overnight but the best way to encourage growth within those businesses requires an invest in small startups.

These companies are looking for a nurturing city and are becoming attracted to small cities who are close to huge metropolitan urban cities that offer access to global resources, products and infrastructure necessary for their growth. We encourage you to reach out to us for a cup of coffee and let's chat about the future.

"The first two quarters of 2022 has proved to be a year of businesses seeking how to strengthen and grow."-Jerry W. Jones Jr.

GROWING PARTNERSHIPS

We have strengthened our relationships with Partners locally, statewide, and nationally.

GREATER HOUSTON PARTNERSHIP • FORT BEND ECONOMIC DEVELOPMENT COUNCIL • CENTRAL FORT BEND CHAMBER OF COMMERCE • UNIVERSITY OF HOUSTON SMALL BUSINESS DEVELOPMENT CENTER (SBDC) • HOUSTON SCORE • TEXAS ECONOMIC DEVELOPMENT COUNCIL

Greater Houston Partnership

Houston Regional Economic Development Summit. Our Economic Development staff has worked very closely with the Economic Development staff at the Greater Houston Partnership to "drive home" the need for more regionalism within the marketing area of the Partnership, along with a few other ideas. We have remained engaged in their planning efforts to create Major Focus Areas for enhancing Regional Collaboration. Economic Development professionals met at the summit, and we charged the Partnership with creating the following:

- Catalog regional improvements on infrastructure, mobility, and shipping and provide to regional allies;
- Showcase communities more throughout the region, including videos with contributions from communities;
- Leverage Partnership industry experts more throughout the project process;
- Facilitate the development of more career academy opportunities out of high school;
- Promote and facilitate educational tools for exponential growth;
- Develop more creative incentives for the recruitment of high-quality talent and companies;
- Focus on sustainability of projects in the sectors of food and agriculture;
- Evaluate and sustain the major transportation corridors within the region;
- Facilitate regional education around cryptocurrency and similar future inputs to economic growth;
- Highlight and message guidance from the Partnership's International Investment and Trade Team to a greater degree, especially in the areas of FDI and International Trade Development;
- Facilitate monthly vs. quarterly meetings of the regional allies and provide a "regional" scorecard each month as well as project updates (wins, losses, and next steps on regional projects);
- Celebrate wins as a region.

Greater Houston Partnership (Member of Committee) Our staff serves on two advisory committees within the Partnership.
Regional Economic Development Advisory Committee
Transportation and Infrastructure Advisory Committee



Fort Bend Economic Development Council

ECONOMIX is a blending of economic development professionals coming together to stir additional insights and practical tools to enhance work in their respective communities. ECONOMIX is designed for economic developers by economic developers. Plan to mix things up as attendees will add critical ingredients to their leadership recipe. And, to add some spice, ECONOMIX will feature over 24 site consultants who are getting deals done and are ready to connect with you. We think it's time to "mix" this conference thing up, don't you? This fall, we will welcome site selectors to Fort Bend County but, more importantly, to Richmond.

Central Fort Bend Chamber of Commerce

Our Partnership with the Central Fort Bend Chamber of Commerce continues to strengthen. Our DCR Director serves as co-chair of the Workforce Development Division. The Workforce Development Division serves as a conduit between workforce development and education and companies in Fort Bend County to facilitate positive communication and economic growth.

- Manufacturing Day 2022 was designed to expand knowledge about and improve public perception of manufacturing careers and manufacturing's value to the US economy. Manufacturing Day is for students, parents, educators, customers, suppliers, and the community. We had nearly 400 students in attendance for this event.
- CTE Leadership Academy- As a Workforce Development Division, we have begun to work towards creating this academy. This academy will take our high school students and equip them with Soft Skills Training. This training, although still developing, will address the following:

Resume and Cover Letters

How to Dress

Social Media Dos & Don'ts

Building a Brand for Yourself

How to Interview

University of Houston Small Business Development Center (SBDC)

We have built a strong relationship with the University of Houston SBDC. The Executive Director has participated in our Small Business Breakfast initiative; we are now connecting our businesses with their available resources. This Partnership also ties us to the Small Business Administration (SBA) and many other opportunities. We look to continue identifying how to draw this organization closer to our community and businesses.

Houston SCORE

SCORE is a volunteer-based organization that chief mission is to be a resource to our local businesses. They work very closely with the SBDC and the SBA. We have met with them and shared our goal to help our businesses. They work closely with the SBDC and other partners and have made themselves available to our business community. We continue to promote all our partners and educate our citizens about their available resources.

Texas Economic Development Council

We have fostered a relationship and presence with this statewide organization. The Texas Economic Development Council (TEDC) is an Austin-based, statewide, non-profit professional association dedicated to developing economic and employment opportunities in Texas. Our diverse members share a common goal: bringing new investment and jobs to Texas. Our DCR staff serves on the following committees:

Education Committee

Communication Committee

Membership Committee TEDC PAC

Workforce Committee





Economix 2022- Columbus, OH

ECONOMIX is a blending of economic development professionals coming together to stir additional insights and practical tools to enhance work in their respective communities. ECONOMIX is designed for economic developers by economic developers. The conference mixed things up as attendees added critical ingredients to their leadership recipe. And, to add some spice, ECONOMIX featured over 24 site consultants who are getting deals done and was extremely engaged with us. We hosted a dinner during the conference and received quality time with the site selection consultants. We are still experiencing emails and conversations from this event as well as the FAM tour which you will read more about below.



Fort Bend County Familiarization Tour 2022

The first Fort Bend Familiarization Tour occurred October 25-26. The Fort Bend E.D.C. led this effort through a committee chaired by Rachelle Kanak. We were served on the committee. The committee identified six site selectors who work with large footprint employers looking to relocate and engaged Consultant Connect to assist with the tour, identifying site consultants, and providing feedback on panels and events. The two day tour spotlights Fort Bend County and the assets we bring to the table. To ensure the communities receive quality attention, we divided the tour into separate tracks. Three consultants will follow the East Track; Missouri City, Sugar Land, Stafford. Three consultants will participate on the West Track: Fulshear, Richmond, Rosenberg. The feedback we received from the site selectors was discussed with our committee and will be addressed during future tours..

Goals Of The Tour

1. Build stronger, deeper relationships between the consultants and the economic development professionals in Fort Bend.
2. Share Fort Bend County's intentional support for a collaborative, regional approach to economic development.
3. Demonstrate community attributes through experiences and story telling versus presentations and data-driven handouts.



MYRTLE STREET COMPLETION OF EXTERIOR RENOVATIONS

We are now looking at Phase One of the project to divide the facility. We are currently working on creating a space that sets the tone for how we accommodate future businesses and development. In the past, we have lacked conference room space and amenities that are attractive and useful for networking events and meetings. The project is currently in the construction document phase. We are also looking to discuss the future of the other portion of the facility.

Other communities are looking to create public-private partnerships; an accelerator will yield fertile ground to work with citizens within our city and extraterritorial jurisdictions (ETJ). An accelerator has been discussed since the Comprehensive Master Plan in 2016. If we can complete both sides of the building, we not only create a nucleus for our businesses, we begin to lay a foundation for our small business ecosystem that has been lacking for years.

Train Wayside Horns

Since April 20, 2022 our Downtown corridor has been peaceful. The Wayside Horn project, although it took some time, was recently completed. The trains move through our downtown without hearing the loud horn blowing every 15 minutes. We are excited to have this feature now within our community.



FORMER FIRE STATION EXTERIOR RENOVATION

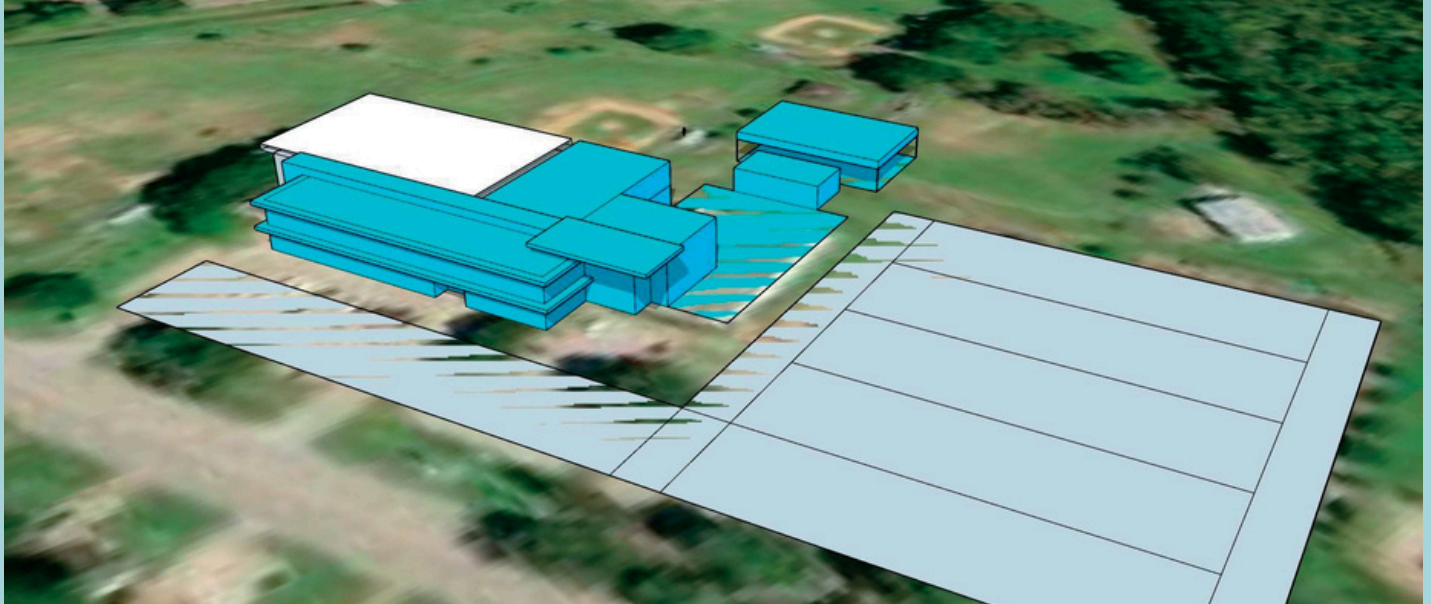
We completed the exterior work of the facility. We are now identifying how to address the challenges and opportunities for the station. The work done on the facility's exterior has been met with optimism and excitement.

One glaring issue we heard from developers and other interested parties was the topic of parking. We are currently working on what we feel will address or assist in alleviating this concern. We have met interested parties that have expressed a desire to see more assistance from the corporation on the permanent items in the facility. Due to the location of our facility and the fact that most trends point to development occurring on the frontage of interstates and toll roads, we are seeking parties that can draw people to our downtown and create additional sales tax.

CAPITAL PROJECTS



GRANT FUNDS↓



GRANT FUNDS

**YMCA GRANTED \$1,000,000.00 FOR RENOVATIONS OF THE
T. W. DAVIS FAMILY CENTER**

P10

**MEADERY GRANTED \$25,000.00 FOR REIMBURSEMENTS FOR
RENOVATIONS**

CATAPULT AWARD \$1,500.00 GRANT FOR SIGNAGE

BARRE ROOM PILATES AWARDED \$10,000.00 GRANT FOR RENOVATIONS

**THE WELL RETAIL SPACE AWARDED \$5,000.00 GRANT FOR
RENOVATIONS**

SANDY MCGEE'S AWARDED \$14,465.00 FOR INTERIOR RENOVATIONS

Fresh Fruits, Vegetables and Artisan Items

FARMERS MARKET



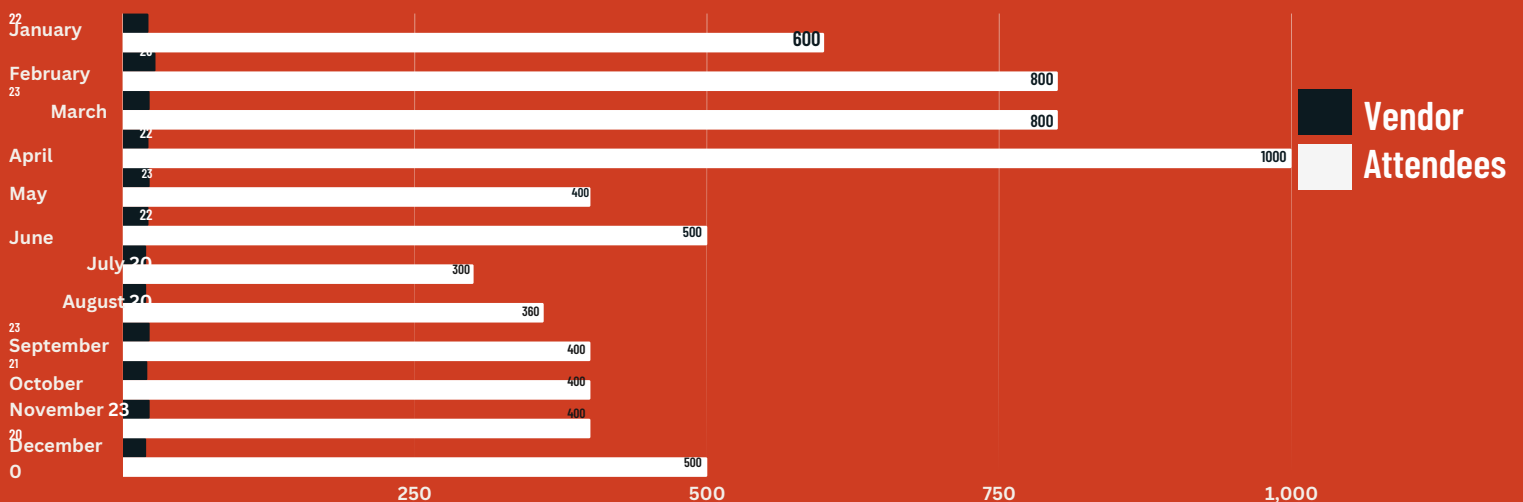
RICHMOND'S FARMERS MARKET

The Development Corporation of Richmond and the City of Richmond have returned the Richmond Farmer's Market on the first Friday of every month. The market kicked off on September 3, 2021, and continues to grow. Richmond Farmers Market was initially located at the beginning at Wessendorff Park, 500 Preston St. We have since moved the market to our former Fire Station in Downtown Richmond. The goal of the Richmond Farmers Market is for the market to become the biggest farmers' market in Fort Bend County, offering fresh produce from local growers, artisan goods, and some prepared foods.

This market is managed by a local community volunteer and advocate, Jessica Huang, who connected with past vendors and activated in her farm-to-table communities. Farmers Market visitors have enjoyed supporting vendors like Screamin' Good Greens and Curter Brenham Beef.

We continue to grow and build this event in our community. We have started to see other businesses in our city hosting happy hours and other specials during this time to offer a variety to our citizens and visitors. Come hungry and ready to explore. We look to continue to improve attendance and vendor quantity, and quality. The Farmers Market Facebook page followers have grown to 2,605 and Instagram has grown to 2,317.

Attendance and Vendors by the numbers



Art Walk, Car Shows and Movies in Wessendorff Park

TOURISM/EDA GRANT IN RICHMOND



EDA Tourism Grant is administered through the Office of the Governor Economic Development and Tourism – Travel Texas. We were selected for this grant award after our DCR staff filled out the Google Form that allowed us to select the opportunities to promote our businesses within the City and ETJ. The following items were created and used as promotional items to encourage tourism to our businesses in Richmond and our ETJ. We completed the following:

Paid Social Stories

All assets are 1080x1920 pixels, 15s MP4 video that has Richmond Messaging

Programmatic Social Stories

Digital, Mobile Speed & Expedia Ads

Online Video (OLV)

:15s MP4 video needed at 1920x1080 pixels

Atlas Obscura

Atlas Obscura covered Senator Walter Moses Burton and his burial site in Morton Cemetery. Atlas also covered the Fort Bend Museum and reasons to attract tourists to our historic community.

Richmond received 25.3MM impressions through the EDA program!

Movies in Wessendorff Park

First Fridays in Downtown Richmond are monthly movies and other activities that serve as community events that encourage people to shop, support small merchants, and eat at some of our local restaurants and food trucks. We have begun promoting to local media with a PR piece that went out with our municipal utility bills, social media, and various print sources. Recently we have advertised directly to our Lamar CISD and Fort Bend ISD. When we made a trial marketing effort, we saw our attendance go from 75 attendees to over 300 attendees. We are now promoting the events through our school system. Due to our marketing efforts, our staff received a message from Texas Roadhouse who wanted to come out and give away hot dogs and hamburgers. We continue to nurture all the relationships we have identified as beneficial to growing this event. We also show appreciation to our Richmond Rotary for the constant dedication to providing popcorn free to the movie attendees. We anticipate continuing to grow this event and partnering with other community partners.



RICHMOND SMALL BUSINESS BREAKFAST

During Economic Development Week, our staff started the Richmond Small Business Breakfast last year in Spring 2021. We then decided to host this event biannually. The first event drew less than 40 attendees. We then marketed the event to a broader audience of businesses and drew approximately 55 attendees. Our most recent breakfast events partnered with the Central Fort Bend Chamber of Commerce.

The Richmond Small Business Breakfast this past Spring, March 24, 2022, focused on "How to Make Your Business Marketable through Social Media and Marketing." This complimentary breakfast event approximately 75 small business owners throughout Richmond and our ETJ. We met with the leadership of the Wessendorff Foundation and asked for their support for this breakfast twice a year. We host the breakfast through a partnership with the Foundation using Long Acres Ranch.

RICHMOND'S ECONOMIC DEVELOPMENT WEEK

Partnerships are essential in Economic Development. We collaborated with several partners during the week of events. During Economic Development Week, we held events daily by Develop Richmond, TX, and our partners. We kicked off Monday, May 9, as a "Get Hired" Career Fair with over 25 companies looking to fill hundreds of positions, from entry to management. We witnessed a dozen offers for job opportunities as people left the event excited about their future. On Tuesday, May 10, we partnered with the Fort Bend History Association for the second year of "Sytes and Bytes of Richmond," an event where various Sytes and Bytes of Richmond and Fort Bend County were available. Orion from the Space Cowboys visited the Moore Home and all our attractions in Richmond. This encourages people to stay local and create staycation ideas. There were families, music, & great summer ideas for tourism in Fort Bend County available throughout the year. We held an event on May 11 called "Drinks and Development." This event was an opportunity to entice developers to consider coming to our community and investing in the future business community of Richmond. An "Infrastructure Breakfast Meeting" was held Thursday, May 12. We had the National Weather Service, our Emergency Services Coordinator, speak on how to prepare for the upcoming (at that time) Hurricane Season. "Live after Five" Boutique and Vendor Crawl returned to Downtown Richmond on Friday, May 13., with Music, Food, and Vendors. This is another opportunity to encourage tourism in our community and see sales tax dollar collections grow in our city. We want to thank our partners for their help this week. The Fort Bend History Association, Workforce Solutions, Safari Texas Ranch, and Central Fort Bend Chamber of Commerce are partners.

SMALL BUSINESS





DEVELOPER OUTREACH

Participation in Pre-Development Meetings

To date, we have participated in nearly 30 Pre-Development meetings. This provides the DCR staff with an opportunity to build trust and allows us to build a strong rapport with the potential developer.

Increase engagement with Commercial Developers

We held an event during Economic Development Week called "Drinks and Developments ."We invited nearly 600 Commercial Developers, Realtors, Engineers & Architect Firms, and Bankers. Once we saw the attendance, we recognized that we needed to connect individually with these respective entities and build relationships. We have, since the event, reached out to every contact we invited. We have since associated with more than a dozen of them and continue to meet them wherever they are. We have gone north of Interstate 10 to connect with any developers interested in looking at our community. We continue to serve as liaisons, reach out to them, and build a pipeline of interest.

STARTUPS AND SMALL BUSINESSES SUPPORTED

Startups and Small Businesses Supported

We created marketing advertisements for startups. We have met with more than 35 businesses which range from just purchased business cards to those frustrated with how their business is going and needs assistance. We have sent every business we meet with to our partners at the Small Business Development Center. The SBDC has recently increased its staff to accommodate our increase in small business owners needing their help and services throughout the Greater Fort Bend Community.

Richmond Small Business Improvement Grant Program

We received requests for Small Business Improvement Grants from several businesses totaling \$103,965.00. Due to budget restraints and priority of funds, the DCR used our budgeted dollars from our sales tax collection funds and provided businesses with \$55,765.00 in grant dollars. Those funds will bring an estimated \$250,637 improvements to properties within our commercial corridor. This ultimately adds value to our community and increases the property value within the business corridor.

SMALL BUSINESS STARTUPS





BUILDING A RELATIONSHIP WITH THE ION AND THE STARTUP COMMUNITY OF GREATER HOUSTON

The ION Houston is a 266,000-square-foot structure designed to bring Houston's entrepreneurial, corporate, and academic communities into collaborative spaces and programs. Through a robust range of events, programming, and programs, The Ion provides resources for Regional Houstonians. We can strengthen Houston's economic resiliency and competitiveness, attract and retain innovative talent, companies, and institutions, and foster an inclusive and welcoming neighborhood that offers economic opportunity to all Houstonians. The ION is a part of an innovation district that is introducing a new kind of urban district to Houston, prioritizing street life, public space, and a mix of uses that embrace technology, community, and sustainability.

Working towards the concept of an Accelerator space, which ties to our city's Comprehensive Master Plan We have met with several companies and entities which manage accelerators, coworking spaces, etc. Earlier, there was a study conducted by the Cannon Group on the need for the creation of an entrepreneurial ecosystem in Fort Bend. We have recognized that there are businesses in homes throughout Richmond working from home and have taken over their garage or kitchen table. Then there are people with ideas but do not know where to begin. Statistically, according to trends and data, we stand a better chance at growing our companies already located here into profitable companies than attracting the company from outside the community. We must create what we want to see.





COFFEE AT THE BLOCK

Coffee at the BLOCK was a huge success! We continue to identify ways to connect small businesses to resources and opportunities within the region. The SBA Houston District has hosted Coffee meet-up with businesses throughout Greater Houston. We partnered with them as well as the businesses at Jax & 7th, All 4 Jax tenants participated, and guests were invited to meander through each shop, mingle and network in the backyard.

The Small Business Association, Small Business Development Center, SCORE, and the Small Business Women's Center had booths to spread info on the services they offer. Assisting our current businesses while attracting our new startups is vital to the future of Richmond. We seek owners interested in starting a business or one who has one and wants to grow their existing business. We have partnered with the Small Business Administration Houston District Office to host Coffee at the BLOCK on November 16.



the BLOCK



Coffee at the
BLOCK

Wed. 11.16.2022
9:00-10:30AM

Eager to start a business
or grow your existing business?
Join us at the SBA Small Business Meetup!
In-Person Q&A. Free Coffee!

Register today at [EventBrite.com](https://www.EventBrite.com)
(Search for Coffee at the BLOCK)

Blockhouse Coffee & Kitchen
611 Jackson Street #C
Richmond, TX 77469

SHORT TERM CHALLENGES

- The lack of available Commercial space for new businesses to come within the city limits of Richmond.
- Creating a physical space to encourage and grow an entrepreneurial ecosystem in Richmond.
 - A brick-and-mortar space can allow local businesses to identify the need to keep their businesses here once they are established.
- Implementing a marketing strategy to aid in creating and increasing awareness of Richmond within the region.

LONG TERM CHALLENGES

- As we begin to grow businesses within the accelerator, we may have to consider purchasing at least 30-50 acres for a future business park which could be a Public Private Partnership.
- Getting past the initial start of Covid-19, we must ask ourselves whether our Target Industries changed since covid, how that impacts how we garner businesses, and whether the market shifted.
- Identifying how the DCR can better assist the city with its Strategic Plans that deal with Economic Development related items.
- Retail Development (Commercial Development Experts have recently stated that we need additional people to combat the commercial developments in Sugar land, Rosenberg, and Houston's ETJ. Nearly 4 million square feet of retail is within a 3-mile radius of our community. The solution is to go after unique retail businesses that will attract our citizens and visitors to support.
- The Wharton County Junior College- Richmond Campus currently does not operate at its full potential. The campus should assist us with luring additional businesses to our community with a more aggressive approach to educating our future workforce. We must also ensure that campus leadership understands the importance of aligning our small business needs with academic offerings. Recently the Wharton Junior College's Board of Trustees approved the initial concept for a new nursing and allied health facility. Continued engagement with the College's leadership will be vital if we desire to see improvement and growth. Programs within the healthcare sector could help us retain and attract healthcare-related businesses.





**DEVELOP
RICHMOND
TEXAS** EST. 1837

FY 2022 DCR Financials

Revenues FY 2021-2022

Sales Tax	\$1,983,919.00	Other Revenues	\$10,929.00
TOTAL	\$2,004,848.00		

Expenditures

Personnel	\$233,206.00		
Administration	\$793,169.00		
Marketing and Promotion	\$121,356.00		
Job Training	\$100,000.00	Debt Service	\$150.00
Capital Costs	\$137,000.00		
Other Expenditures	\$41,811.00		
TOTAL	\$1,681,692.00		

Data provided by report submitted to the the
Texas Comptroller of Public Accounts





DEVELOP RICHMOND TEXAS EST. 1837

is the brand name for the Development Corporation of Richmond



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