



STATE OF TEXAS

COUNTY OF FORT BEND

CITY OF RICHMOND

The Development Corporation of Richmond convened in a regular meeting open to the public and pursuant to notice thereof duly given in accordance with Section 501.072, Development Corporation Act, Vernon's Texas Codes, in Richmond City Hall Annex within said City on February 13, 2018 at 6:00 p.m. Directors in attendance included the following:

President, Evalyn W. Moore
Secretary, Verge Greenwood
Robert Haas
Manual Zamora
City Attorney – Gary Smith

Vice President, Joe Bonham
Treasurer, Barry Beard
William B. Morefield, III
Terri Vela – City Manager
Cameron Goodman, Executive Director

President Evalyn Moore opened the meeting at 6:00 p.m. and asked if there were any public comments. There were none, therefore the agenda item was closed. President Moore did announce that two members of Troop 780 were in attendance to observe and welcomed them to the meeting.

Agenda item 3 was introduced by President Moore to review and consider taking action on the minutes of the regular meeting held on January 9, 2018. Director Beard made a motion to approve the minutes and Director Bonham seconded the motion. The votes were unanimous to approve.

President Moore asked for a review of the Financial Reports through January 31, 2018. Director Beard stated that the reports had been reviewed with Executive Director Goodman and they are in good shape. The sales taxes have come back and are ahead of budget. There were no questions, therefore the agenda item was closed.

Agenda item 5, review the Monthly Executive Director Report was introduced and then provided by Cameron Goodman.


- **Incentive Policy** – Three models were reviewed for economic impact analysis. Impact DataSource's analysis tool is being recommended by staff. Paul Schueren, Impact DataSource's Lead Economist will present the model at the next meeting.
- **Target Industry Study** – Staff recommends EMSI Consulting Group from three proposals submitted. The proposed cost is capped at \$35,000 which is a \$15,000 savings being under what was budgeted. The \$35,000 includes travel costs.

- **Digital Marketing Strategy** – Staff has solicited three digital marketing firms for their services. The final decision is on hold until the findings of the Target Industry Study is completed so they can be incorporated.
- **Website Project** – Still on track to launch February 28, 2018. Only tweaks to the Home Page remain.
- **Fair Chance Job Fair** – The Texas Workforce Commission has partnered with DCR to employ individuals with a criminal background. Director Goodman stated he has enjoyed working with Director Greenwood on this project. He is currently working on a location for the job fair. City Manager Vela suggested the old Fire Station. Vela also suggested working with TSTC regarding job skills.
- **Business Targeting Efforts** – IHOP was contacted and in order to locate in Richmond, a franchisee would be needed. Businesses continue to be contacted.

Executive Director Goodman requested next month's meeting be moved to March 6th or the 20th. It was agreed the meeting will be held on March 20, 2018 at 6:00 p.m.

There being no further business to come before the Development Corporation of Richmond, the meeting was adjourned at 6:14 p.m.

APPROVED:


Evalyn W. Moore, President

ATTEST:

Laura Scarlato, City Secretary