

# Presentation to the Bryan City Council



**BRAZOS VALLEY**  
ECONOMIC DEVELOPMENT  
CORPORATION

January 11, 2022

# The BVEDC Team



**Matt Prochaska**  
President/CEO



**Chuck Martinez**  
Business  
Development



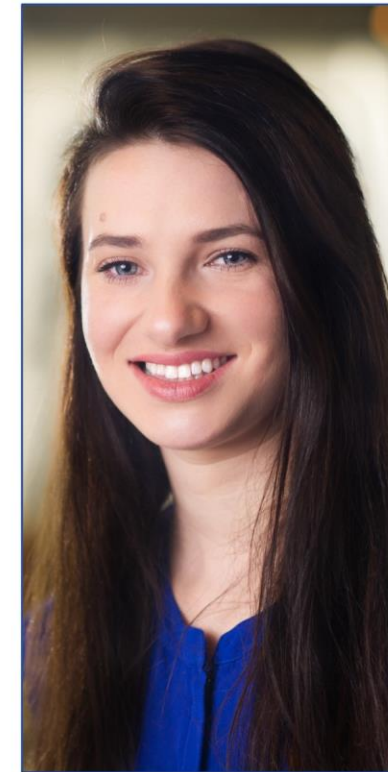
**Tim Neeley**  
Business  
Development



**Kait Jones**  
Business  
Development



**Steve Fullhart**  
Communications



**Hannah Ullrich**  
Office  
Administration

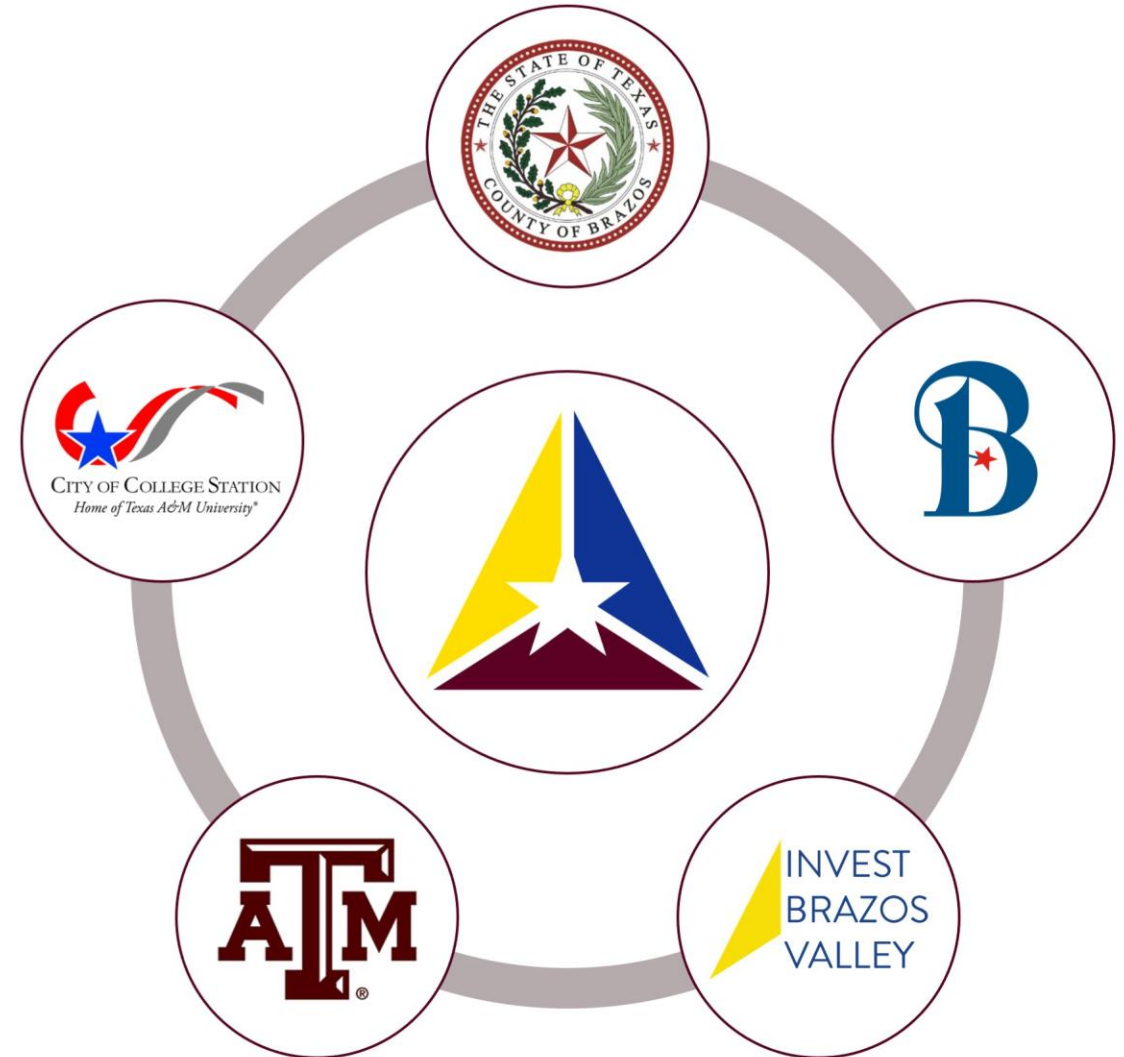
# Our Mission and Funding Partners



The Brazos Valley Economic Development Corporation strives to help companies

**LAUNCH GROW LOCATE**

in the region through its planning and support activities without regard to municipal boundaries.



# Funding Partners History



## Category I Partners

- Each at \$350,000/year since FY2014



## Category I Partner

- \$350,000/year since FY2018



Surpassed \$350,000/year in committed annual funding in October 2021

# Current BVEDC Board Leadership



Chair: Clint Cooper\* | Chair-Elect: Seth McKinney\* | Treasurer: Katherine Kleemann\* | Past Chair: Mike Gentry\*



Judge Duane Peters\*  
Commissioner Steve Aldrich  
Seth McKinney



Clint Cooper  
Katherine Kleemann  
*Third Member Pending Board Vote*



Mayor Andrew Nelson\*  
Councilman Bobby Gutierrez  
Jason Bienski



Glen Davis  
Mike Gentry



Mayor Karl Mooney\*  
Councilman Dennis Maloney  
Caleb Holt



Royce Hickman



Greg Hartman\*  
Dr. Jon Mogford  
Dr. Joe Elabd

**Ex-Officio**

Kean Register, City of Bryan  
Bryan Woods, City of College Station  
Ginger Carrabine, Bryan ISD  
Mike Martindale, College Station ISD  
Michael Parks, Brazos Valley COG

\* - Executive Committee Members

# Treasurer's Report

For FY2021



Total Assets	\$2,182,658
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Current Liabilities	\$230,888
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Net Assets	\$1,951,770
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# Treasurer's Report

For FY2021



Total Income	\$1,616,082
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Budgeted Income	\$1,527,500
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Total Expenses	\$1,455,441
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Budgeted Expenses	\$1,697,538
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Net Operating Income	\$160,641
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# BVEDC Cash On Hand

As of 11/30



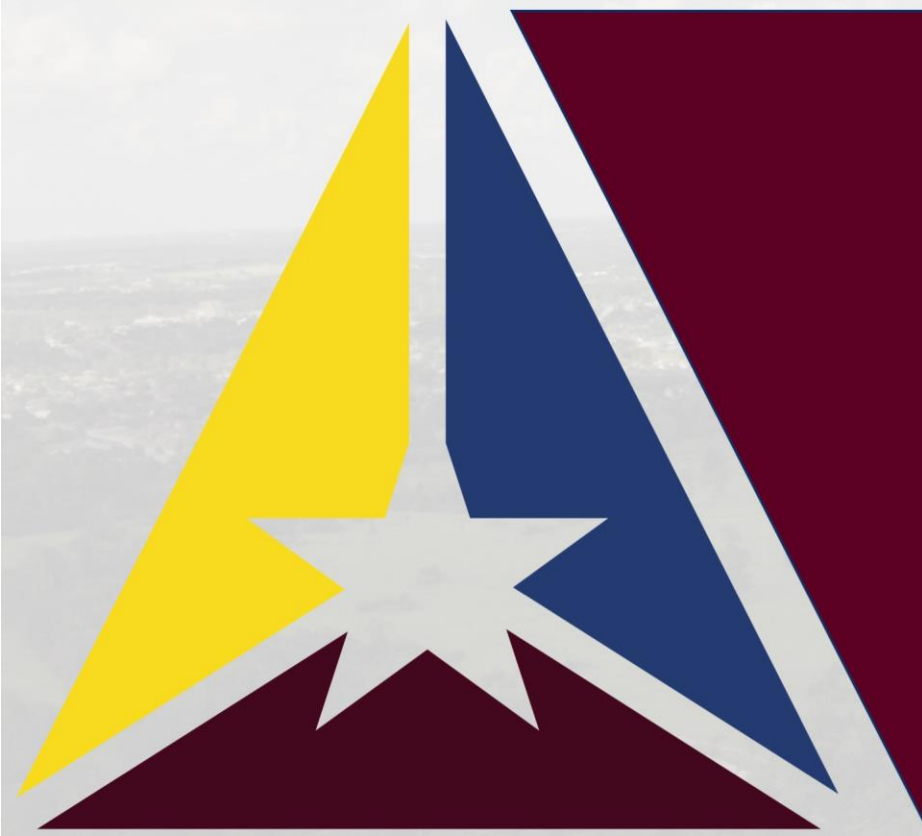
Total Cash	\$2,349,188
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Operating	\$1,159,723
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*9.6 months of operational capability  
(based on FY21 average of \$121,287 total expenses/month)*

ED Fund, Incentives	\$1,189,465
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# Project Process

# Lead Generation Sources



# Industry Engaged and Recognized



# Site Selectors' Most Important Location Criteria

Site Selection Magazine Latest Business Climate Rankings (2020)



Source:

# Engagement Process



Project  
Identification

Partner  
Coordination

Site

Proposal

Site Visit

Deal Closing

Continued  
Support  
(BRE)



# 2021 Project Stats

# 2021 Dashboard



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD Total
Launch -- assisted newly created businesses	0	1	3	1	2	1	4	2	2	0	3	0	19
Grow -- assisted existing businesses	1	1	3	1	1	0	0	1	0	0	0	0	8
Locate -- businesses recruited	5	5	5	5	11	8	2	3	7	8	8	4	71
BRE Visits -- existing businesses visited	15	26	24	27	38	26	21	21	15	15	16	14	258
Recruitment Visits	5	10	2	5	12	4	6	4	6	9	5	5	73
Proposals -- RFP or RFI	3	4	5	5	10	6	4	4	6	7	7	3	64
New IBV Members	1	2	0	9	4	4	2	2	3	2	2	1	32
Jobs Created -- number of new jobs from launch, grow and locate	265	0	0	205	105	0	0	0	100	0	0	150	825
Capital Investment -- \$ from launch, grow and locate	22.0	0.0	0.0	7.5	1.00	0.0	0.0	0.0	13.8	0.0	0.0	300.0	344.3
<i>* Capital Investment in \$M</i>													

Assisted, Facilitated or Supported Activities in Brazos County

# 2021 Active Projects



## 2021 PROJECTS

TOTAL: 99

OPEN

82

DECISION

17

WON

6

## PRE-2021 PROJECTS

TOTAL: 97

OPEN

89

DECISION

8

WON

5

## AVERAGE SIZE & SCOPE OF 2021 PROJECTS



CAPEX  
\$339 M



OCC. SPACE (NEW)  
430,521 SF



NEW JOBS  
501



TIMING  
269 DAYS

Information reflects community-wide project activity as reported by the Category 1 Funding Partners and the BVEDC. The intent of these metrics is to be inclusive of all primary-industry economic development projects for the Brazos Valley.



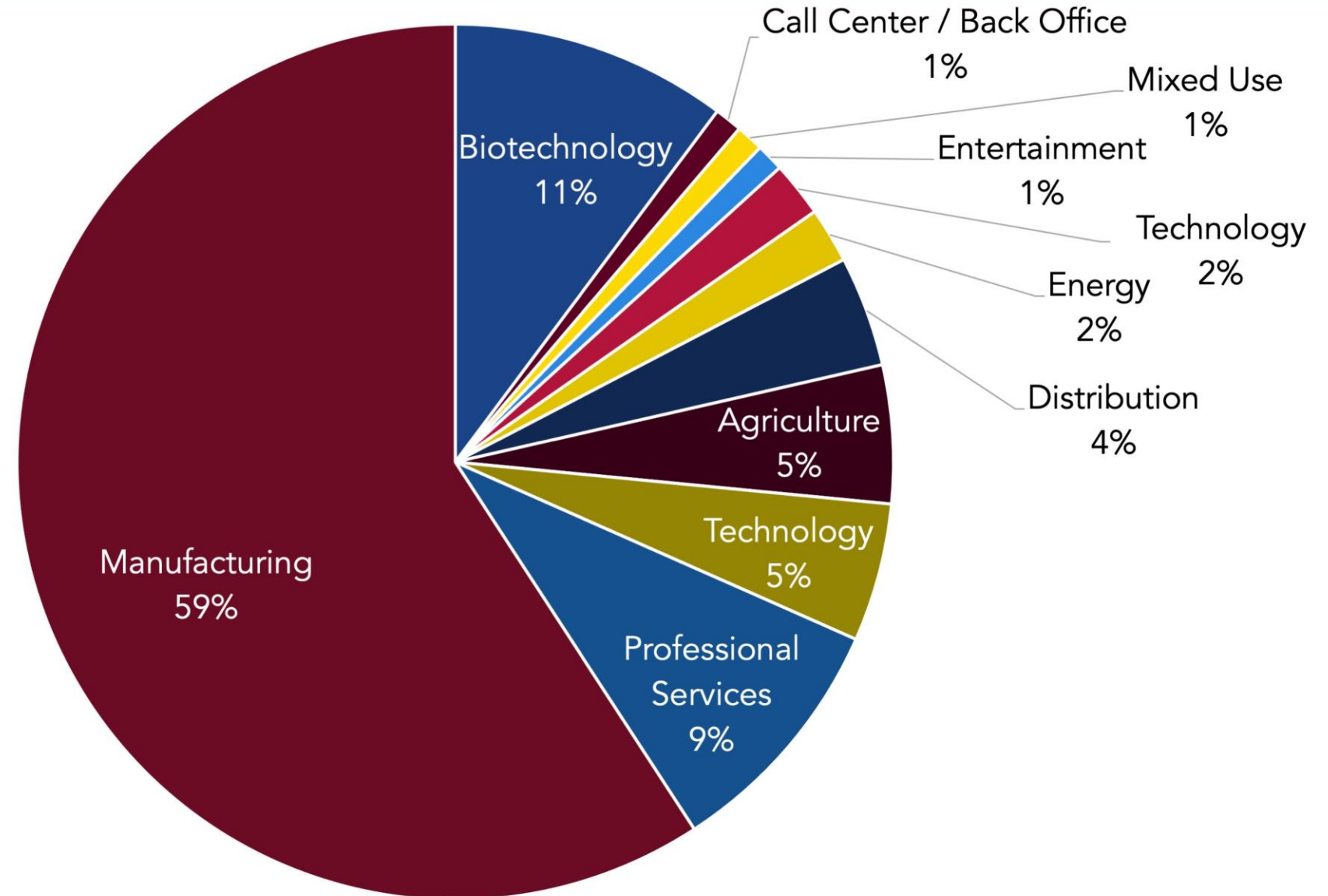
# Active Projects Comparison

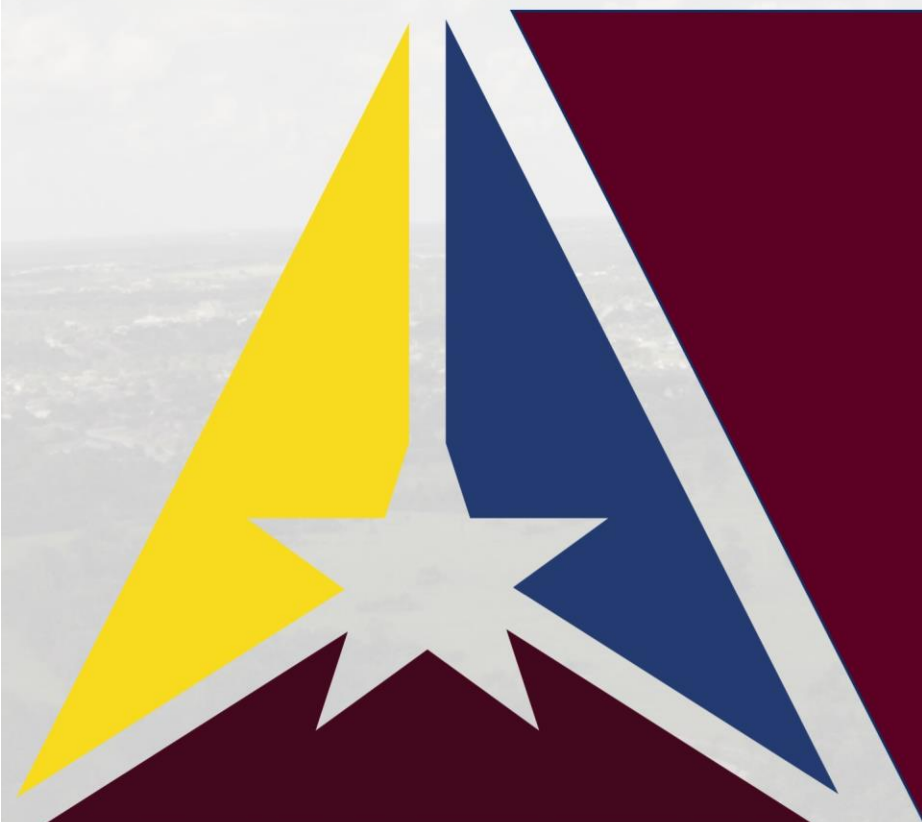
2020 vs. 2021



	2020	2021		
YTD Projects	YTD Projects	71	99	↑ 39%
	Pre-YTD Projects	75	97	↑ 32%
	Avg. CapEx	\$113 M	\$339 M	↑ 200%
	Avg. Occ. Space	193,011 SF	430,521 SF	↑ 123%
	Avg. New Jobs	271	501	↑ 85%

# 2021 Active Projects by Industry

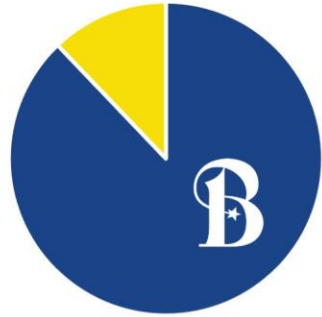




# Focus on Bryan

# Recent Bryan Project Wins





Sites in the City of Bryan were considered in **87 of the 99** projects initiated in 2021

- Manufacturing: 66%
- Professional Services: 7%
- Biotechnology: 6%
- Ag/Ag Tech: 6%
- Distribution: 5%
- Other: 10%

Texas Triangle Park was proposed in **40** of the 99, the **most** of any site in Brazos County



# Major Projects for which Bryan is a Current Finalist



<b>Project Name</b>	<b>New Jobs</b>	<b>Square Feet</b>	<b>Investment (\$)</b>	<b>Industry</b>
<b>Blue Chip 2021</b>	<b>850</b>	<b>TBD</b>	<b>\$1.7B</b>	<b>Biotechnology</b>
<b>Cathode Lithium</b>	<b>1,500</b>	<b>TBD</b>	<b>\$1.5B</b>	<b>Manufacturing</b>
<b>Eclipse TX</b>	<b>4,000</b>	<b>3,800,000</b>	<b>\$1.8B</b>	<b>Manufacturing</b>
<b>Electric Foil</b>	<b>300-600</b>	<b>TBD</b>	<b>\$300M</b>	<b>Manufacturing</b>
<b>Glass Olympics</b>	<b>100</b>	<b>TBD</b>	<b>\$3-5M</b>	<b>Manufacturing</b>
<b>Jungle</b>	<b>TBD</b>	<b>1,000,000</b>	<b>TBD</b>	<b>Distribution</b>
<b>Ka Pow</b>	<b>85</b>	<b>88,000</b>	<b>\$10M</b>	<b>Manufacturing</b>
<b>Maple Leaf</b>	<b>100-200</b>	<b>100,000</b>	<b>\$70M</b>	<b>Manufacturing</b>
<b>Master Brick</b>	<b>40</b>	<b>TBD</b>	<b>\$50M</b>	<b>Manufacturing</b>
<b>Zenith</b>	<b>144</b>	<b>TBD</b>	<b>\$52M</b>	<b>Manufacturing</b>



The City of Bryan enters 2022 as a **finalist** in **19** total projects



**TOTAL CAPEX:**  
**\$4.5B+**

**TOTAL JOBS:**  
**6,000+**

# City of Bryan - BVEDDC Engagement



- Locate Services
- Primary Job Recruitment
- Increase Ad Valorem / Sales Tax Base
- Funding of Small Business Development Center
- Existing Business Support / Retention & Expansion
- Quest Site Certification Support for TTP
- Meyers & Meyers (Federal Government Relations)
- Targeted Marketing / Collateral
- Monthly "Economic Indicators" Report
- Operation Restart Assistance
- Membership on Midtown, William J. Bryan Planning Committees





- Partnership with TEES on the Texas Defense Aerospace Manufacturing Community



- New website, community guide, marketing videos and podcast showcasing the community



- Increase involvement, engagement of private sector in economic development activities



**BRAZOS VALLEY**  
**ECONOMIC DEVELOPMENT**  
**CORPORATION**

**Thank You!**

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