



More is Made Here

2022 Annual Report



CONROE INDUSTRIAL DEVELOPMENT CORPORATION BOARD LETTER

Dear Friends and Neighbors:

The CIDC created more economic growth for Conroe in 2022. Working with CEDC staff, we enhanced Conroe's attractive economic environment by expanding amenities and ensuring Conroe has qualified workers for advanced manufacturing and life-science industries.

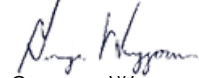
Deison Technology Park established its life-science anchor, VGXI, Inc., which commenced Conroe operations late in 2022. We continue to enhance amenities in Deison Technology Park to attract additional advanced manufacturing and life-science operations, which create skilled, high-paying jobs.

Conroe Park North improved its expanded property with infrastructure that helps retain long-time park tenants and recruits new businesses and industry.

During 2023, we will see new dynamics for Conroe. The Hyatt Regency Hotel and Convention Center will provide visitors an upscale hotel. The convention center will attract professional conferences, bringing a new tourism dimension to Conroe. Local companies will have a new venue for training, meetings, and events.

The CIDC board and CEDC staff are committed to improving Conroe's advantages to provide a unique environment for sustainable economic growth in Conroe. Look inside to see how we are doing.

Sincerely,



George Waggoner
Chair of the Board, CIDC
First National Bank Texas

CONROE ECONOMIC DEVELOPMENT COUNCIL ADVISORY BOARD LETTER

Dear Friends and Allies:

As our internationally recognized marketing campaign* boasts, in Conroe, "More is Made Here." Consistently saluted as a top city in which to live, work, and play, Conroe offers more.

The CEDC board is pleased to collaborate with CEDC staff and economic development allies to prepare our fast-growing and innovative city for economic advancement. Take a look inside at how we strategically plan and continually adapt to drive expansion, create growth, and successfully ensure a capable and qualified workforce for businesses in Conroe.

At the same time, note how we protect our naturally beautiful environment and cultivate our historic charm while developing infrastructure to provide sites that attract and host critical manufacturing, advanced manufacturing, and life-sciences companies – companies which create high-paying jobs.

We are equally proud of new investment that attracts innovative companies and continued investment that reinvigorates retail businesses and venues in Downtown Conroe.

Friends and allies, thank you for partnering with us to create more in Conroe.

Sincerely,



Steve Pilgrim
Chair of the Board, CEDC

*See pages 7-8: CEDC's "More is Made Here" campaign earned a 2022 Economic Development Gold Award from the International Economic Development Council and was named a finalist in Best Communication Strategy: Economic Development by City Nation Place Global Awards.

CONROE ECONOMIC DEVELOPMENT COUNCIL

MISSION

To enhance the strength and stability of the greater Conroe economy through the support of existing industry and the attraction of manufacturing and service sector business (basic industries) which bring new capital and employment opportunities into the community.

CONCENTRATION

As a city department, we focus on the recruitment, retention, and expansion of large and small businesses. We are funded by 4B sales tax and overseen by the Conroe Industrial Development Corporation Board of Directors. Additionally, our CEDC Advisory Board includes key economic development allies who provide assistance with our strategic direction.

2022'S GROWTH IS IN THE NUMBERS!

\$154M

*total capital investment from
successful expansion and
attraction projects*

116 486

*high-quality jobs
created from
successful projects*

*leads
generated*

3

*successful business
attraction projects*

2

*successful business
expansion projects*

7

*pipeline
projects*

31

*request for
proposal
responses*

ANNOUNCED PROJECTS

LOVETT INDUSTRIAL - NORTHPORT LOGISTICS CENTER

Charlie Meyer, President and Co-Owner

"CONROE IS THE BEST REGIONAL LOCATION IN THE GREATER HOUSTON AREA FOR REGIONAL AND NATIONAL DISTRIBUTION REQUIREMENTS. CONROE IS ONE OF THE FASTEST GROWING CITIES IN THE US, HAS A BUSINESS-FRIENDLY ENVIRONMENT, AND THE LOCATION CHECKS EVERY BOX A MAJOR DISTRIBUTOR WOULD HAVE RELATING TO ACCESS, INFRASTRUCTURE, AVAILABLE INCENTIVES, AND AVAILABILITY OF LABOR."

On September 14, Lovett Industrial broke ground on the NorthPort Logistics Center, a 1.2M-square-foot Class A logistics facility on 75 acres in Conroe Park North. When completed in Q2 2023, it'll be the largest building in the industrial park.



OLEON



In December, oleochemicals specialist Oleon acquired a blending plant in Conroe Park North, its first in North America, with an expected initial investment of more than \$50 million. Oleon plans to start the plant in the first half of 2023 for lubricants, oil and gas, crop protection, and general industrial applications. An investment is underway to provide esterification capabilities as of 2024, with further expansion possible.

GEFCO A BAUER GROUP COMPANY

Bauer Equipment America, in conjunction with GEFCO A BAUER Group Company, broke ground on August 3, to mark the start of the construction for the new Bauer GEFCO facility in Conroe Park North. The expansion will be used for the assembly and manufacturing of GEFCO drilling rigs and will also include state-of-the-art classrooms for operator trainings, staff offices, and more.



STERIS MEDICAL



In June 2021, Ohio-based STERIS finalized its acquisition of Cantel Medical in Conroe Park North. Looking to consolidate appropriate STERIS and Cantel product lines and associated manufacturing, STERIS moved several key product lines to the Conroe facility. The move has the potential to enhance capital investment for new manufacturing equipment and add full-time employees over the next two to three years.

VER-MAC

A leader in the traffic safety industry, Ver-Mac discovered its ideal home in Conroe. The Quebec City, Canada-based

Adam Chelo
Director of Conroe Operations

"THE LOCATION IS PRIME FOR US. WE FOUND THAT THE WORKFORCE WE'RE GETTING IN CONROE ARE QUALIFIED INDIVIDUALS. THERE'S ALSO THE BENEFIT OF ACCESS TO SUPPLIERS. INSTEAD OF HAVING TO WAIT HOURS FOR SOMEBODY TO DROP OFF PARTS, A LOT OF THE TIME WE KNOW A COMPANY WHO IS RIGHT AROUND THE CORNER."

company moved its United States operations from Houston to Conroe in mid-December 2021, purchasing a 71,000-square-foot



manufacturing facility in Conroe Park North. The vertically integrated company researches, designs, manufactures, builds, and services its equipment. Ver-Mac will utilize the facility to continue creating innovative work zone safety solutions that make roads safer for drivers and construction workers.

PROJECT UPDATES

ELEET CRYOGENICS

Eleet Cryogenics, a provider of cryogenic bulk storage tank rehab, repair, and refurbishment opened the doors to its new 48,000-square-foot complex on 17 acres in Conroe



Park North, becoming fully operational in April. They are already utilizing the new space to serve a growing customer base. Eleet hired several new team members, employing 18 in Conroe, with plans to bring on six to eight more.

PILECO INC.



Purchased by Global Piling and Equipment (GPE) in 2018, Conroe-based Pileco Inc., a leader in the pile driving industry, commenced operations at its new Conroe Park North facility in February. With 25,975 square feet of office and shop on roughly 10 acres, there is ample space to keep up with customer demand. Five employees were added with the move with capacity to hire up to four more.

WOODFOREST NATIONAL BANK



The new mixed-use business center and bank branch located in historic downtown Conroe at 400 West Davis officially opened to the public on Monday, February 14. Woodforest occupies 3,993 square feet of the 32,800-square-foot building located in a designated Opportunity Zone. The bank's full-service retail branch anchors the first floor, and the second floor houses its Commercial Banking Team. The CIDC approved a grant assisting demolition of the existing Woodforest National Bank building built in 1962.

VGXI, INC.

FIRST COMPANY IN DEISON TECHNOLOGY PARK

VGXI, Inc., a contract developer and manufacturer of biopharmaceuticals including vaccines and gene therapies, held a ribbon-cutting ceremony on October 7, at their new 120,000-square-foot headquarters and manufacturing facility in Deison Technology Park.

The company worked closely with the CEDC to target the land and become the park's inaugural occupant. VGXI made the decision to move their headquarters from The Woodlands to Conroe to expand production and create a state-of-the-art environment for their employees.

VGXI's vision includes future growth in Conroe.



CEDC NEWS

CEDC EARNED REACCREDITATION FROM THE INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL

The International Economic Development Council (IEDC) announced in November that the CEDC has once again been recognized as an Accredited Economic Development Organization (AEDO). The CEDC, which has been accredited since 2001, was the second AEDO in Texas and is one of only 71 economic development organizations accredited by the IEDC.



“The Conroe Economic Development Council displays the professionalism, commitment, and technical expertise that is deserving of this honor,” said IEDC President and CEO Nathan Ohle.

The AEDO program is a comprehensive peer review process that measures economic development organizations against commonly held standards in the profession. The program consists of two phases: a documentation review and an onsite visit. Required every three years, each phase is designed to evaluate the structure, organization, funding, program, and staff of the candidate economic development organization. The CEDC’s current AEDO status will remain in effect until November 2025.

“The CEDC is honored to be reaccredited by the IEDC. Carrying AEDO accreditation for more than 20 years signals our organization’s commitment to professionalism and positive results. I applaud our team for striving for excellence and executing our mission to deliver a stronger economy in Conroe,” said CEDC Executive Director Danielle Scheiner.



CEDC AGAIN ACHIEVED ECONOMIC EXCELLENCE RECOGNITION

The CEDC earned its fourth consecutive Economic Excellence Recognition from the Texas Economic Development Council (TEDC). The 2021 award was announced during the TEDC’s 2022 Winter Conference held in Sugar Land in February.

TEDC RECIPIENT QUALIFICATIONS:

- TRAINING TAKEN BY GOVERNING BOARD, DIRECTOR AND PROFESSIONAL STAFF
- CERTIFICATIONS, PROFESSIONAL MEMBERSHIPS AND ACTIVITIES, AND ORGANIZATIONAL EFFECTIVENESS OF STAFF



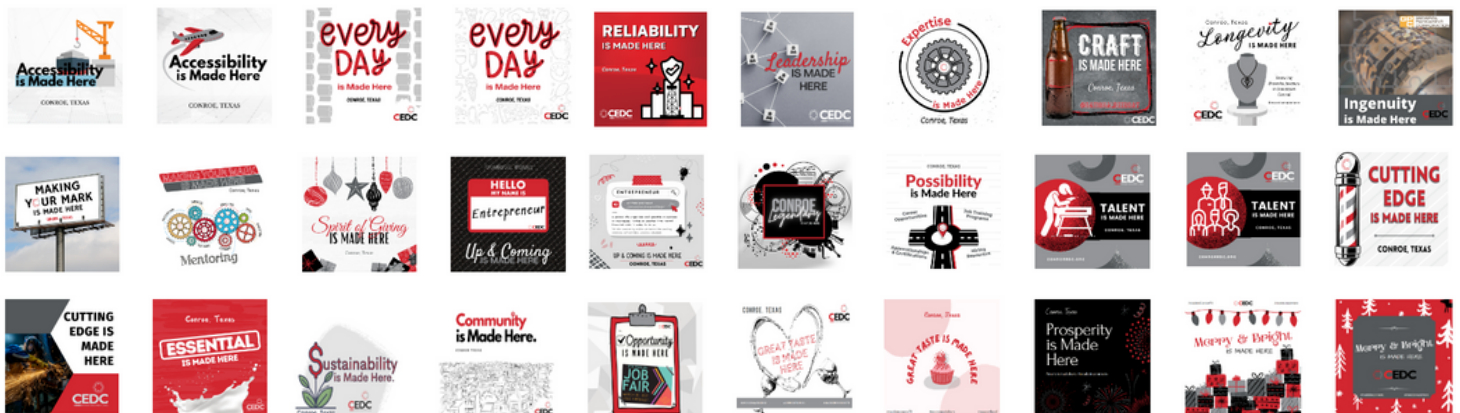
“We are honored to again earn TEDC’s Economic Excellence Recognition,” said CEDC Executive Director Danielle Scheiner. “The commitment to excellence that our economic development boards and staff uphold is remarkable, and we take pride in knowing that our professional merit is acknowledged among our industry peers.”

CEDC RECOGNIZED FOR INTERNATIONAL ECONOMIC DEVELOPMENT EXCELLENCE

The CEDC received two 2022 Excellence in Economic Development Awards from the IEDC, competing against economic developers representing populations of 25,000 to 200,000. The awards were announced at IEDC’s Annual Conference in Oklahoma City on September 20. Awards were judged by a diverse panel of economic and community developers who noted that this year’s awards selection process was especially competitive.



The CEDC earned an Economic Development Gold Award in the Digital Media category for the ‘More is Made Here’ marketing campaign. ‘More is Made Here’ began with an idea to increase community understanding of economic development, what it looks like in Conroe with existing companies and quality of life, and what role the CEDC plays. Utilizing monthly themed features and social media activity, the campaign increases exposure to current companies and Conroe’s quality of life that assists with job retention, job creation, and tax base enhancements.



An Economic Development Bronze Award was presented to the CEDC for its website modernization project in the General Purpose Website category. Purposefully developed in partnership with the Golden Shovel Agency, the updated website contains critical economic development information in a modern, user-friendly layout. With an improved design, the new ConroeEDC.org enables visitors to quickly navigate the site for resources and news.

“The IEDC’s recognition highlights the story we get to tell every day about the economic benefits and advantages for companies to locate and expand in Conroe,” said Sharla Smith, CEDC Marketing Manager.

“I am pleased with the recognition of our staff’s hard work and dedication to economic development in Conroe. These awards are outstanding accomplishments for our team to celebrate and will further motivate us to continue finding innovative and effective ways to communicate with our stakeholders,” added CEDC Executive Director Danielle Scheiner.

CEDC NEWS

CEDC EARNED PAIR OF REDNEWS REAL ESTATE AWARDS

The CEDC was honored as the City/Municipality of the Year at the REDnews 2022 Real Estate Awards on August 18 at OMNI Houston. The CEDC was selected the winner by a panel of six judges representing the commercial real estate industry.

The CEDC also won the award for top Redevelopment/Reuse/Historic-Industrial project for The Home Depot distribution center near historic downtown Conroe. Developed on a remediated Superfund site, The Home Depot's 600,000-square-foot distribution center has a capital investment of \$72.3 million.



The awards program honored the people, projects, companies, and associations who achieved success in commercial real estate across Texas. Selected from hundreds of submissions, the CEDC's two honors were among 38 handed out at the ceremony.

"The REDnews recognition validates the success of the CEDC in attracting development to Conroe, which improves our economy and creates jobs for Conroe residents," said Laura Lea Palmer, CEDC Deputy Director. "Our staff, board and community partners enjoy finding creative paths to bring exciting projects, like The Home Depot, to our community."



CEDC NAMED FINALIST FOR GLOBAL COMMUNICATION STRATEGY AWARD

The CEDC's 'More is Made Here' campaign was named a finalist for the City Nation Place Awards in the category of Best Communication Strategy: Economic Development. The CEDC was one of just seven finalists in its category and the only finalist in its category from the United States. Other finalists for the award represented The Netherlands, Denmark, Estonia, United Kingdom, Switzerland, and Lithuania.

The City Nation Place Awards celebrate and benchmark the very best in strategic thinking, marketing, and design for places. Best Communication Strategy: Economic Development is dedicated for campaigns with the strategic aim of attracting investment or attracting talent.

"Every year I hear from our jury members that they have been inspired by what they have read, making notes of the ideas they wished they had had—and this year's experience is no different," said Clare Dewhirst, Director of City Nation Place and chair of the independent Awards Jury.

"The CEDC takes great pride representing Conroe. 'More is Made Here' allows us to showcase that pride in a fun, creative way to detail why Conroe is a premier destination. I'm so proud of our team for their hard work and speak for them when saying that we are humbled to be considered for this award alongside outstanding global peers," said Danielle Scheiner, CEDC Executive Director.

MARKETING & EVENTS

RECORD BUSINESS PARTICIPATION DROVE SUCCESS FOR 10TH ANNUAL CONROE JOB FAIR

A record 67 companies, organizations, and staffing resources hosted booths to hire and assist job seekers at the 10th Annual Conroe Job Fair on January 25th. Held at the Lone Star Convention Center, hundreds of job seekers attended to apply for jobs covering a wide range of industries.

An impressive variety of employers participated in the job fair, creating an array of opportunities for job seekers. Manufacturing, logistics, health care, education, law enforcement, hospitality, banking, customer service and many other fields were represented. The full room and jobs available represented the diversity and strength of the Conroe economy.

“Conroe’s economy is booming leading to diverse and interesting job opportunities for our robust workforce,” said Jennifer Matthews, CEDC Associate Director. “The company representation in the room was indicative of Conroe’s economic landscape. The quality of candidates applying directly for these open positions is encouraging.”



Conroe Job Fair Collaborators
 CEDC | Workforce Solutions |
 Conroe/Lake Conroe Chamber |
 Lone Star College

Conroe Job Fair Sponsors
 Presenting: ResourceMFG | Crown
 Printing: Colortech Direct
 Hospitality Room: Spectrum
 Facility: The Lone Star Convention
 & Expo Center
 Welcome: Sapphire Gas Solutions
 Decoration: Cantel/Steris
 Transportation: Conroe Connection



From high school students to seasoned professionals, the quality of candidates was on full display. Several companies filled positions on the spot or planned to make offers in the coming days.

Several companies new to Conroe’s growing business landscape attended the job fair to fill key positions. Many of these companies were experiencing growth and looking to Conroe’s talent pool as a way to fill roles. One such company, Ameritex Machine and Fabrication, attended the job fair to hire welders, machine operators, forklift drivers, and IT

professionals in preparation for their upcoming move to a 110,000 square-foot facility in Conroe Park North.

Educating and preparing students for great careers is a priority for the Conroe Economic Development Council. Some of the youngest job fair attendees came from local schools, including Cuna International School. Business Management Teacher Alison Young and Operations Director Celine Bru brought seven students studying business management to gain a better sense of the opportunities available and what companies look for in employees.

MARKETING & EVENTS

CEDC HOSTED EVENTS, ACTIVITIES TO CELEBRATE 2022 ECONOMIC DEVELOPMENT WEEK

The CEDC hosted Economic Development Week from May 9 - 13 to inform the community and celebrate the contributions of the CEDC and its stakeholders. Created in 2016 by International Economic Development Council, Economic Development Week aims to increase awareness for local programs that create jobs, advance career development opportunities, and improve the quality of life in communities everywhere.



Events & Activities

Economic Development Week: May 9-13, 2022

Monday	Tuesday	Wednesday	Thursday	Friday
Luncheon and Awards Presentation with More is Made Here Exhibit 11:30 AM at Conroe Tower, 6th Floor <i>By Invite Only</i>	Roundtable with Conroe's Mayor, CEDC, SBDC, Foundry, and Conroe/Lake Conroe Chamber with Local Entrepreneurs and Small Business Owners Panel 10:00 AM at Conroe/Lake Conroe Chamber	Podcast Launch on ConroeEDC.org	Website ZoomTour Launch: Conroe's Business Parks --- Proclamation at Conroe City Council Meeting - 6:00 PM	Demonstration Webinar for Newest Website Resource: SizeUp Conroe TX 11:00 AM

All Week:

- Virtual Treasure Hunt (Event Runs May 1-15 in Partnership with Visit Conroe and Downtown Conroe)
- Meet the Staff Videos (Posted Daily to Social Media)
- Community Selfie Photo Op (Hosted at Conroe Tower May 9, and Conroe/Lake Conroe Chamber May 10-13)

CEDC #ECONDEVWEEK22 *A Celebration of Conroe's #EconDev*

The weeklong celebration brought together economic development partners for insights into Conroe's economy and highlighted the ways Conroe collaborates to increase economic opportunity.

"Economic Development Week showcased the strength of Conroe while celebrating the partners who make important contributions that positively impact our local economic climate. Throughout the week, there were

opportunities for education, application, and appreciation to highlight economic development in Conroe," added CEDC Executive Director Danielle Scheiner.

The CEDC honored two longtime partners at its Economic Development Week Luncheon. The 2022 Economic Development Champion and 2022 Economic Development Community Partner awards were presented to Don Buckalew and Crown Cork & Seal, respectively. Buckalew was honored with the Champion award for exceptional individual contributions to economic development. Crown Cork & Seal was recognized for outstanding community service to economic development and the Conroe community. Conroe Mayor Jody Czajkoski, CEDC Advisory Board Chair Steve Pilgrim, Scheiner, and CEDC Associate Director Jennifer Matthews presented the awards.



ECONOMIC DEVELOPMENT WEEK CONTINUED

Mayor Czajkoski kicked off the Economic Development Week Roundtable by telling partners and stakeholders that Conroe is prepared to grow its economy and positioned to be the most dynamic city due to a business-friendly environment that cultivates an entrepreneurial and innovative spirit throughout the city.

“Put us to work for you,” Mayor Czajkoski implored the audience. “We have a good Conroe EDC team and excellent partners who know where to get the service you need to be successful in Conroe.”



Mayor Czajkoski, an entrepreneur himself, topped a stream of panelists who outlined support for small and entrepreneurial businesses, large industry, and gave testimony of success made here in Conroe. Rhonda Ellisor shared business support and research available through the Small Business Develop Center at Sam Houston State University. Ross Folkenroth previewed Woodforest National Bank’s commitment to entrepreneurship through its Woodforest Foundry unveiled in August. A panel of recently successful entrepreneurs, Meredith Jurica with Makeup Junkie Bags and Frank Jackson with The Table at Madeley, told their success stories with high energy, humor, and a bit of humility and faith.

In addition to the luncheon and community roundtable, CEDC hosted a SizeUpConroeTX webinar, launched a podcast and virtual business parks tour, and received a proclamation from Conroe City Council. Several other activities also took place throughout the week.

Partnering with Visit Conroe and Downtown Conroe, the CEDC hosted a virtual scavenger hunt on Facebook and Instagram from May 1 - May 15. Also on social media, the CEDC released daily “Meet the Staff” videos. Finally, there was a community selfie photo op located at the Conroe/Lake Conroe Chamber for residents and visitors to enjoy.

“It takes partnership to achieve successful recruitment, retention, and expansion efforts. That’s one of the things we celebrated during Economic Development Week. We wanted to highlight the stakeholder collaboration applied to achieve strategic initiatives, such as workforce development, innovation, and entrepreneurship. These partnerships are key in realizing Conroe’s economic vitality,” said CEDC Advisory Board Chair Steve Pilgrim.



MARKETING & EVENTS

CEDC CO-SPONSORED 2022 ECONOMIC SUMMIT

In August, the CEDC, along with Go Team Texas and our partner sponsors, hosted a successful 2022 Team Texas Economic Summit. As the host organization, we were given one-on-one time with six national site consultants on a familiarization tour to showcase our community and all it has to offer their clients.

The event was hosted at the Margaritaville Lake Conroe Resort and included a boat tour of beautiful Lake Conroe, an inside look at Texas Tissue Converting in Conroe Park North, and a night of great eats, drinks, and shopping in charming Downtown Conroe.

"It was wonderful to host this event in Conroe," said Valencia Alasmar, CEDC Administrative Assistant. "We were able to showcase the beauty in and around our fast-growing city and introduce our guests to some of our fantastic local amenities and one of the many fascinating companies in our industrial park."



22ND ANNUAL ALLIES DAY EMPHASIZED EMERGING POSSIBILITIES



The 22nd Annual Conroe Allies Day welcomed stakeholders to discover Conroe's prosperous present and promising future. On November 2, dozens of commercial and industrial real estate professionals joined the CEDC to hear updates, explore developments, and enjoy networking. With a theme of "Emerging Possibilities," the CEDC highlighted abundant opportunities for commercial and industrial investment in Conroe.

The day began by showcasing fast-growing downtown Conroe. Allies Day attendees gathered at charming 202 Main for breakfast, fellowship, and an update from CEDC Executive Director Danielle Scheiner. Appropriately, she began her presentation by highlighting many of the recent successes in downtown that have helped make Conroe a culinary, entertainment, and cultural destination.

Story continues on page 13.

STAFF NEWS

PALMER RECOGNIZED AMONG NORTH AMERICA'S TOP 50 ECONOMIC DEVELOPERS

Deputy Director Laura Lea Palmer was announced by Consultant Connect as one of North America's Top 50 Economic Developers. This annual list is designed to acknowledge top leaders in this field and elevate the conversation around economic development and job creation. Palmer was nominated by her colleagues in the economic development and site location consulting industries for excellent practices, innovation, and success in building the Conroe community.

Palmer was honored in December at Consultant Connect's ECONOMIX event in Columbus, Ohio. She was also featured on the Consultant Connect social media channels, where she shared industry knowledge, leadership insights, and career wisdoms with fellow industry professionals.



"I'm grateful to have been selected by Consultant Connect for this recognition. It was incredible to be nominated by and recognized alongside these remarkable economic developers," said Palmer. "I cherish the opportunity to represent the CEDC and work in this industry, and I consistently look forward to collaborating with our team to bring further economic opportunity to Conroe."

ALLIES DAY CONTINUED

Scheiner followed by providing an in-depth overview on Conroe's growth. She delivered facts, figures, and anecdotes that highlight why Conroe is a premier business destination with plentiful future opportunity.

"We have really grown dramatically," said Scheiner, pointing out the boom in permitting activity. Conroe approved more than 300 commercial permits and nearly 2,000 residential permits in 2022.

Scheiner highlighted that SmartAsset ranked Conroe as the third-ranked "Boomtown" in America in 2021, using several factors that showcase Conroe's economic success.

"Conroe offers what modern businesses need: a strong labor force, attractive quality of life, and desirable location," added Scheiner.

A windshield tour helped showcase why businesses are attracted to Conroe, as attendees had the opportunity to view some of Conroe's most exciting projects. Next, Scheiner, Conroe Mayor Jody Czajkoski, and CEDC Board Chair Steve Pilgrim welcomed guests to Walden Yacht Club for lunch. Czajkoski spoke about the importance of bringing opportunity to Conroe and how the city is prepared to help. Pilgrim's comments covered how the CEDC and its advisory board work to make Conroe a premier destination.

Per tradition, the day ended with a friendly competition at Walden on Lake Conroe Golf Club for 18 holes, with opportunities to further discuss emerging possibilities for Conroe's commercial and industrial prospects.

STAFF NEWS

JENNIFER MATTHEWS CELEBRATED A QUARTER CENTURY MILESTONE

For 25 years, a constant force at the CEDC has formed relationships, assisted businesses, and propelled economic growth. Associate Director Jennifer Matthews, the longest-tenured employee in CEDC history, celebrated a quarter century with the organization in November. Matthews has played a major role in cultivating Conroe's economic success and continues to deliver first-class service to Conroe's growing business community.



Matthews worked her first seven years as Administrative Assistant and eight more years as Research Specialist before being promoted to Associate Director in 2012. In these roles, she has led or assisted with every function of the CEDC and has served with exuberance and excellence.

Currently, Matthews manages the CEDC's retention and expansion efforts. To excel in this role, she forms and nurtures relationships with existing businesses to understand present and future needs. Fortunately for the CEDC, establishing relationships is where Matthews excels. Whether it's the top executive or a rank-and-file employee, Matthews has a way of connecting and understanding.

"I enjoy connecting with people on different levels. I never knew I had that gift until I got into this role," said Matthews.

The role also presented her with an opportunity to improve necessary resources for existing businesses in Conroe. She developed programs and events that assist with business growth.

Matthews's creation of the Conroe Job Fair in 2013 was a major step in connecting Conroe's growing workforce with Conroe's expanding business community. Thousands of job seekers and hundreds of companies have participated in the first ten editions of the job fair, leading to sustainable careers and business prosperity.

Similarly, Matthews helped form peer groups for Conroe businesses to share challenges and best practices. Groups like HR Fuse and Business Fuse build connections and create a strong business ecosystem to stimulate retention and expansion.

"I thought, 'If I'm going to do this, I want to make it my own and do some creative things that haven't really been done before,'" offered Matthews.

As Matthews reflects on her time with the CEDC, she is struck by Conroe's growth. She has seen



The first Conroe Job Fair (pictured above) was held on January 24, 2013, and hosted 29 booths. In 2022, it had a record 67!

MATTHEWS MILESTONE CONTINUED



Jennifer participating in Fire Ops 101 hosted by the Conroe Fire Department in 2014.



Jennifer receiving her Economic Development Institute certificate in 2015 from the University of Oklahoma.

three expansions to the industrial park and watched it grow from 400 acres to 1,655 acres and more than 4,000 employees. She is proud of the businesses who decided to call Conroe home and the impact that those decisions have on the people employed by Conroe businesses.

“The quality of the companies that we’ve attracted is pretty remarkable. You have to have great job opportunities for your community to thrive,” added Matthews. “I love visiting with employees after a company moves to Conroe. Seeing how their lives are enriched is so rewarding.”

The opportunity to serve Conroe has been gratifying for Matthews. Conroe has been her home for 30 years. The people and culture of Conroe have left an indelible mark.

“One of my favorite things about Conroe is that we’re a big city, but we don’t feel like it. Everywhere you go the people are friendly and you see somebody that you know,” she added.

On the theme of people, Matthews is quick to acknowledge her teammates, partners, and stakeholders.

We have an amazing team at the CEDC. All of our personalities complement each other,” offered Matthews. “We also have such great support from our boards and elected officials. They make our jobs easier. Many projects never would have happened without their support.”

Matthews makes it clear that she still has plenty more to give Conroe and the CEDC. That said, 25 years is a time to reflect and appreciate.

“I don’t think there’s a single thing about my job that I don’t love. I’m so thankful for the opportunity,” Matthews offered. “I’ve grown a lot, learned a lot, and worked with a lot of amazing people over the years.” As Matthews indicated, there is a lot more to come.



Jennifer pictured with then City Administrator Paul Virgadamo (left) and Human Resources Director Andre Houser receiving her award for 2019 Employee of the Year 2nd Runner Up.

STAFF NEWS

SCHEINER MARKED MILESTONE WITH FIFTEEN YEARS IN ECONOMIC DEVELOPMENT

For 15 years, Danielle Scheiner has been serving her community through economic development. Working to bring jobs, investment, and opportunity to Conroe, Scheiner's dedication to her profession delivers impactful results.

Her career in economic development began in community development with Entergy Corporation. In that role, she honed her leadership skills by collaborating with leaders and developing trust in communities. She moved to the CEDC in 2013 and quickly applied her skills to elevate the organization, which resulted in her promotion to Executive Director where she oversees significant growth within Conroe.

As Scheiner understands, leading in economic development not only means driving economic growth but also requires an understanding of community and maintaining strong connections within the community. Listening to residents, local businesses, and key stakeholders drives that understanding.

"The most important thing a leader can do is listen, study, and take in all of the information," offered Scheiner.

Conroe's diversified economy is a direct result of listening and understanding community needs. While Conroe has always been a popular spot for traditional manufacturing, the CEDC has worked hard to bring in new industries. That success has led to a more dynamic economy and more opportunity in Conroe.

"I think the greatest example of what we do is how the economy has diversified in the time that I've been here. We have a healthy mix of companies, and I'm most proud of that. As we've evolved as a community, we've set our sights a little higher in terms of the types of projects we could attract," added Scheiner.

Diversifying the economy and creating opportunity for business success has helped Scheiner and the CEDC expand their influence. The credibility earned through exceptional results is not something that Scheiner credits to herself. Like all good leaders, she recognizes the people around her.

"You hire the right people then get out of their way. Everyone here has leeway to make their mark and bring ideas to the table, which I think is really important," said Scheiner. "Our staff has built a reputation that people trust what we have to say. When we speak, we have a pretty strong voice."



BOARDS AND FINANCIALS

CEDC 2022 Advisory Board of Directors

Steve Pilgrim, Chair – Entergy Texas, Inc. (Retired)
 George Waggoner, Vice Chair – First National Bank Texas
 Jay Dreibelbis, Secretary – Woodforest National Bank
 Don Buckalew, Past Chairman – Buckalew Chevrolet
 Chris Baughman – First Financial Bank
 James Brown – Conroe–North Houston Regional Airport
 Andrew Cantu – VeraBank
 The Honorable Jody Czajkoski – Conroe Mayor
 The Honorable Mark Keough – Montgomery County Judge
 Dr. Curtis Null – Conroe ISD
 Dr. Rebecca Riley – Lone Star College–Montgomery
 Gary Scott – Conroe City Administrator
 Bruce Stoltzfus – Steris
 Bob Udell – Consolidated Communications
 Dr. Alisa White – Sam Houston State University
 Brent Wunderlich – McKesson

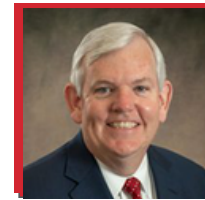
Ex-Officio Directors:

Collin Boothe – City of Conroe Finance Director
 Scott Harper – Conroe/Lake Conroe Chamber
 Shannon Overby – Visit Conroe
 Danielle Scheiner – CEDC

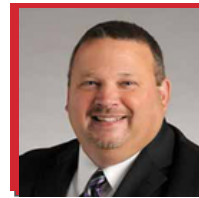
CEDC Staff

Danielle Scheiner, Executive Director
 Laura Lea Palmer, Deputy Director
 Jennifer Matthews, Associate Director
 Sharla Smith, Marketing Manager
 Valencia Alasmar, Administrative Assistant

CIDC 2022 Board of Directors



CIDC Chair
George Waggoner
 First National Bank Texas



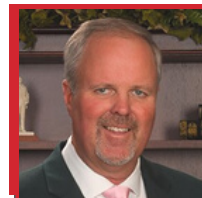
CIDC Vice Chair
Chip VanSteenberg
 Montgomery County 911



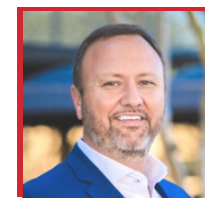
Hector Forestier
 Bleyl Engineering



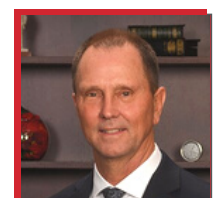
Keaton Hineman
 Edward Jones



Mayor Pro Tem
Curt Maddux
 Conroe City Council



The Honorable
Howard Wood
 Conroe City Council



The Honorable
Todd Yancey
 Conroe City Council

CITY OF CONROE STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCES - CIDC FOR THE YEAR ENDED 09/30/2022

	Total Operating				Capital Project Fund		
	Fund 009	Variance with Budget		ACFR	CIDC 2019	ACFR	Rounding
	Final Budget	Conroe Industrial Development Corp.	Positive (Negative)		Bonds		
REVENUES							
Taxes	13,633,123	16,807,470.76	3,174,348	16,807,471	-	-	-
Lease Income	-	1,000.00	1,000	1,000	-	-	-
Investment Income	57,199	218,100.39	160,901	218,100	0	50,624.03	0
Net Change in Fair Value of Investments	-	(349,054.81)	(349,055)	(349,055)	0	-	-
Land Sales	-	13,020,179.90	13,020,180	13,020,180	(0)	-	-
Other	-	-	-	-	-	-	-
TOTAL REVENUES	13,690,322	29,697,696.24	16,007,374	29,697,696	0	50,624.03	0
EXPENDITURES							
Current:							
Industrial Development	3,986,112	3,598,239.21	387,873	3,598,240	(1)	-	-
Debt Service:							
Principal Retirement	4,210,000	4,210,000.00	-	4,210,000	-	-	-
Interest and Fiscal Charges	2,236,067	2,236,367.00	(300)	2,236,367	-	-	-
Bond Issuance Costs	-	1,500.00	(1,500)	1,500	-	-	-
Capital Outlay	179,000	176,302.43	2,698	176,302	0	724,697.52	1
TOTAL EXPENDITURES	10,611,179	10,222,408.64	388,770	10,222,409	(0)	724,697.52	1
Excess (Deficiency) of Revenues Over (Under) Expenditures	3,079,143	19,475,287.60	15,618,604	19,475,287	1	(674,073.49)	(0)
OTHER FINANCING SOURCES (USES)							
Refunding Bonds Issued	-	-	-	-	-	-	-
Bond Premium	-	-	-	-	-	-	-
Payment to Escrow Agent	-	-	-	-	-	-	-
Transfers In	-	-	-	-	-	-	-
Transfers Out	(16,314,539)	(8,670,786.96)	(7,643,752)	(8,670,787)	0	-	-
TOTAL OTHER FINANCING SOURCES (USES)	(16,314,539)	(8,670,786.96)	(7,643,752)	(8,670,787)	0	-	-
Net Change in Fund Balances	(13,235,396)	10,804,500.64	7,974,852	10,804,500	1	(674,073.49)	(0)
Fund Balances at Beginning of Year	26,450,498	26,450,497.65	-	26,450,498	(0)	6,663,419.34	0
FUND BALANCES AT END OF YEAR	13,215,102	37,254,998.29	7,974,852	37,254,998	0	5,989,345.85	(0)

ANOTHER BUSY YEAR FOR



ECONOMIC DEVELOPMENT IN CONROE!



What do you get when innovation, opportunity, and excitement converge with location, infrastructure, and workforce?

Conroe, Texas.

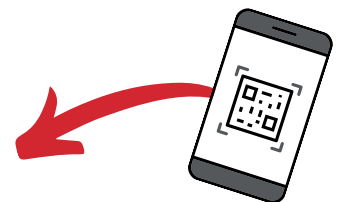
Located 40 miles north of Houston along I-45, Conroe, the county seat of Montgomery County, is one of the fastest-growing cities in the United States. Conroe's modern, business-friendly atmosphere attracts a wide variety of industries ranging from tourism and dining to distribution, manufacturing, life sciences, and professional services. Residents are attracted to new and affordable homes, award-winning educational institutions, beautiful Lake Conroe, easily accessible walking trails, Conroe's charming downtown, and how easy it is to get around. Combined with the proximity to Houston's amenities and gulf coast beaches, it's no wonder that in Conroe, Texas, **More is Made Here.**



CEDDC
CONROE ECONOMIC DEVELOPMENT COUNCIL

300 W Davis St, Ste 510
Conroe, TX 77301
936.522.3530
info@conroeedc.org

SCAN ME



Scan this QR Code to find the digital version of this document and all of our other Site Selection Resources on ConroeEDC.org.