



# City of Denton

City Hall  
215 E. McKinney St.  
Denton, Texas 76201  
[www.cityofdenton.com](http://www.cityofdenton.com)

## Meeting Agenda

### Economic Development Partnership Board

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Wednesday, March 11, 2026

11:00 AM

Development Service Center

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After determining that a quorum is present, the Economic Development Partnership Board of the City of Denton, Texas, will convene in a Regular Meeting on Wednesday, March 11, 2026, at 11:00 a.m. in the Development Service Center Training Rooms 3, 4, and 5 at 401 N. Elm Street, Denton, Texas at which the following items will be considered:

#### 1. PRESENTATIONS FROM MEMBERS OF THE PUBLIC

Citizens may complete one Request to Speak "Public Comment" card per night for the "Presentations from Members of the Public" portion of the meeting and submit it to City Staff. Presentations from Members of the Public time is reserved for citizen comments regarding item not listed on the agenda. No official action can be taken on these items. Presentation from Members of the Public is limited to five speakers per meeting with each speaker allowed a maximum of three (3) minutes.

#### 2. ITEMS FOR CONSIDERATION

- A. [EDP26-002](#) Consider approval of the minutes of the January 14, 2026 Economic Development Partnership Board Regular Meeting.

Attachments: [March 11, 2026 EDPB Meeting Minutes - DRAFT](#)

#### 3. WORK SESSION

- A. [EDP26-004](#) Receive a report and hold a discussion from a guest speaker.

Attachments: [Exhibit 1 - Agenda Information Sheet](#)

**Following the completion of the Work Session, the Economic Development Partnership Board will convene in a Closed Meeting in Training Rooms 3, 4, and 5, in the Development Service Center to consider specific item(s) when these items are listed below under the Closed Meeting section of this agenda. The Economic Development Partnership Board reserves the right to adjourn into a Closed Meeting on any item on its Open Meeting agenda consistent with Chapter 551 of the Texas Government Code, as amended, or as otherwise allowed by law.**

#### 4. CLOSED MEETING

Any final action, decision, or vote on a matter deliberated in a Closed Meeting will only be taken in an Open Meeting that is held in compliance with Texas Government Code, Chapter 551, except to the extent such final decision, or vote is taken in the Closed Meeting in accordance with the provisions of Section 551.086 of the Texas Government Code (the 'Public Power Exception'). The Economic Development Partnership Board reserves the right to adjourn into a Closed Meeting or Executive Session as authorized by Texas Government Code, Section 551.001, et seq.(The Texas Open Meetings Act) on any item on its open meeting agenda or to reconvene in a continuation of the Closed Meeting on the Closed Meeting items noted above, in accordance with the Texas Open Meetings Act, including, without limitation Sections 551.071-551.086 of the Texas Open Meetings Act.

- A. [EDP26-003](#) Deliberations regarding Economic Development - Under Texas Government Code

Section 551.087. Receive a report and hold a discussion regarding the potential offer of a financial or other incentive to a business prospect code-named Project Orange which the City seeks to have locate, stay, renovate, or expand in or near the territory of the City and with which the City is conducting economic development negotiations. This discussion shall include commercial and financial information, including an economic development incentive request the City has received from Project Orange.

**NOTE: Any item for which a formal action at the Regular Meeting has been taken by the Economic Development Partnership Board may be subject to a request for a motion for reconsideration at any time during the meeting, at the Concluding Items Section, or after the meeting. In order to comply with the Texas Open Meetings Act, a request for a motion for reconsideration made during, at the end of, or after an Economic Development Partnership Board meeting will be placed on the agenda and considered at the next official meeting of the Economic Development Partnership Board.**

Following the Closed Meeting, the Economic Development Partnership Board will reconvene in Open Meeting to take action, if any, on matters discussed in closed session.

## 5. WORK SESSION

- A. [EDP26-005](#) Staff Reports:
1. Annual Report - Brittany Sotelo
  2. Economic Development Partnership Report - Jamie Adams
  3. Future Agenda Items - Brittany Sotelo

Attachments: [Exhibit 1 - Agenda Information Sheet](#)  
[Exhibit 2- Annual Report Presentation](#)  
[Exhibit 3 - Economic Development Partnership Report Presentation](#)  
[Exhibit 4 - Future Agenda Items](#)

## 6. CONCLUDING ITEMS

A. Under Section 551.042 of the Texas Open Meetings Act, respond to inquiries from the Economic Development Partnership Board or the public with specific factual information or recitation of policy, or accept a proposal to place the matter on the agenda for an upcoming meeting AND Under Section 551.0415 of the Texas Open Meetings Act, provide reports about items of community interest regarding which no action will be taken, to include: expressions of thanks, congratulations, or condolence; information regarding holiday schedules; an honorary or salutary recognition of a public official, public employee, or other citizen; a reminder about an upcoming event organized or sponsored by the governing body; information regarding a social, ceremonial, or community event organized or sponsored by an entity other than the governing body that was attended or is scheduled to be attended by a member of the governing body or an official or employee of the municipality; or an announcement involving an imminent threat to the public health and safety of people in the municipality that has arisen after the posting of the agenda.

NOTE: The Economic Development Partnership Board reserves the right to adjourn into a Closed Meeting on any item on its open meeting agenda consistent with Chapter 551 of the Texas Government Code, as amended, or as otherwise allowed by law.

CERTIFICATE

I certify that the above notice of meeting was posted on the official website (<https://tx-denton.civicplus.com/242/Public-Meetings-Agendas>) and bulletin board at City Hall, 215 E. McKinney Street, Denton, Texas, on March 5, 2026, in advance of the three (3) business day posting deadline, as applicable, and in accordance with Chapter 551 of the Texas Government Code.

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OFFICE OF THE CITY SECRETARY

NOTE: THE CITY OF DENTON'S DESIGNATED PUBLIC MEETING FACILITIES ARE ACCESSIBLE IN ACCORDANCE WITH THE AMERICANS WITH DISABILITIES ACT. THE CITY WILL PROVIDE ACCOMMODATION, SUCH AS SIGN LANGUAGE INTERPRETERS FOR THE HEARING IMPAIRED, IF REQUESTED AT LEAST TWO (2) BUSINESS DAYS IN ADVANCE OF THE SCHEDULED MEETING. PLEASE CALL THE CITY SECRETARY'S OFFICE AT 940-349-8309 OR USE TELECOMMUNICATIONS DEVICES FOR THE DEAF (TDD) BY CALLING 1-800-RELAY-TX SO THAT REASONABLE ACCOMMODATION CAN BE ARRANGED.

**MINUTES  
CITY OF DENTON  
ECONOMIC DEVELOPMENT PARTNERSHIP BOARD  
SPECIAL CALLED MEETING  
January 14, 2026**

After determining that a quorum was present, the Economic Development Partnership Board convened in a Special Called Meeting on Wednesday, January 14, 2026, at 11:03 a.m. in Training Rooms 3, 4, and 5 at the City of Denton Development Services Center, 401 N Elm St, Denton, Texas, 76201 at which the following items were considered:

**PRESENT:** Aimee Bissett, Vicki Byrd, Erin Carney (ex-officio), Brian Danhof, Jeremy Fykes, Leo Morales, Lee Ramsey, Jason Tomlinson, and Clyde Rick Woolfolk

**ABSENT:** Ron Crockett, Kerry Goree, Sara Hensley (ex-officio), Jill Jester, Aaron Roberts, Susannah O’Bara (ex-officio)

**STAFF:** Ryan Adams, Scott Bray, Christina Davis, Vanessa Esparza, Clay Parker, Kristen Pulido, Brittany Sotelo, Erica Sullivan, and Matilda Weeden

**1. PRESENTATIONS FROM MEMBERS OF THE PUBLIC**

Citizens may complete one Request to Speak "Public Comment" card per night for the "Presentations from Members of the Public" portion of the meeting and submit it to City Staff. Presentations from Members of the Public time is reserved for citizen comments regarding item not listed on the agenda. No official action can be taken on these items. Presentation from Members of the Public is limited to five speakers per meeting with each speaker allowed a maximum of three (3) minutes.

No presentations from members of the public.

**2. ITEMS FOR CONSIDERATION**

**A. EDP25-038 Consider approval of the minutes of the November 25, 2025 Special Called Meeting.**

Woolfolk made a motion to approve the Special Called minutes of November 25, 2025, as presented. Bissett seconded the motion. Motion carried (7-0-1).

AYES (7): Bissett, Byrd, Fykes, Morales, Ramsey, Tomlinson, and Woolfolk  
NAYS (0): None  
ABSENT (1): Danhof

**B. EDP25-039 Consider approval of the 2026 Meeting Schedule for the Economic Development Partnership Board.**

Woolfolk made a motion to approve the 2026 Meeting Schedule for the Economic Development Partnership Board, as presented. Morales seconded the motion. Motion carried (7-0-1).

AYES (7): Bissett, Byrd, Fykes, Morales, Ramsey, Tomlinson, and Woolfolk  
NAYS (0): None  
ABSENT (1): Danhof

**3. WORK SESSION**

**A. EDP25-042 Receive a report and hold a discussion regarding the Denton Enterprise Airport Master Plan Update.**

Byrd left at 11:08 a.m. Quorum was lost and the meeting was paused. Byrd rejoined the meeting at 11:12 a.m. Danhof arrived at 11:15 a.m. Byrd left at 11:32 a.m.

Staff presented the item and discussion followed. No action was taken.

**B. EDP25-043 Receive a report and hold a discussion regarding the upcoming Mobility Summit event.**

Staff presented the item and discussion followed. No action was taken.

**C. EDP25-044**

**Staff Reports:**

1. Director's Report – Brittany Sotelo
2. Economic Trends Report – Matilda Weeden
3. Future Agenda Items – Brittany Sotelo

Staff presented each item and discussion followed. No action was taken.

**4. CONCLUDING ITEMS**

With no further business, the meeting adjourned at 12:18 p.m.

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**Brian Danhof, Chair**  
**Economic Development Partnership Board**

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**Vanessa Esparza**  
**Administrative Assistant**

Minutes Approved On: \_\_\_\_\_



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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Economic Development

**ACM:** Christine Taylor

**DATE:** March 11, 2026

### **SUBJECT**

Receive a report and hold a discussion from a guest speaker.

### **BACKGROUND**

Economic Development staff occasionally invite a guest speaker to attend the Economic Development Partnership Board meetings to present on their areas of expertise. Maher Maso, Principal of Credits and Incentives Consulting at Ryan LLC will be presenting on site selection trends.

### **EXHIBITS**

Exhibit 1 – Agenda Information Sheet

Respectfully Submitted:  
Matilda Weeden  
Economic Development Specialist



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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Economic Development

**ACM:** Christine Taylor

**DATE:** March 11, 2026

### **SUBJECT**

Staff Reports:

1. Annual Report – Brittany Sotelo
2. Economic Development Partnership Report – Jamie Adams
3. Future Agenda Items – Brittany Sotelo

### **BACKGROUND**

#### **Annual Report:**

Receive a report and hold a discussion regarding the Office of Economic Development's 2025 activities.

#### **Economic Development Partnership Report:**

Receive a report and hold a discussion regarding a recap of recent and upcoming happenings within the Economic Development Partnership (EDP). Overview of key focus areas, EDP investor highlights, and meetings with key stakeholders in Denton. This report will be an annual report.

#### **Future Agenda Items:**

Receive a report and hold a discussion regarding an overview of current items in the Agenda Queue and discussion of possible future agenda items.

### **EXHIBITS**

Exhibit 1 – Agenda Information Sheet

Exhibit 2 – Annual Report Presentation

Exhibit 3 – Economic Development Partnership Report Presentation

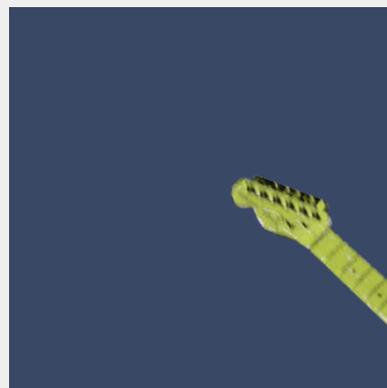
Exhibit 4 – Future Agenda Items

Respectfully Submitted:  
Matilda Weeden  
Economic Development Specialist

# ANNUAL REPORT

# 20 25

City of Denton  
Office of Economic Development



# Economic Development Advisory Boards

The City of Denton Office of Economic Development manages four advisory boards. These boards play a vital role in providing the department feedback and direction on various incentivized projects.

## **ECONOMIC DEVELOPMENT PARTNERSHIP BOARD TAX INCREMENT REINVESTMENT ZONE NUMBER TWO (Westpark)**

Brian Danhof, Peterbilt Motors - Chair  
Jeremy Fykes, Guaranty Bank and Trust -  
Vice Chair  
Kerry Goree, Denton Black Chamber  
Lee Ramsey, Orison Holdings  
Aimee Bissett, McAdams Engineering  
Jason Tomlinson, Texas Woman's University  
Aaron Roberts, University of North Texas  
Rick Woolfolk, Raymond James

Jill Jester, Denton City Council  
Vicki Byrd, Denton City Council  
Ron Crockett, WinCo Foods  
Erin Carney, Denton Chamber \*  
Sara Hensley, City Manager \*  
Susannah O'Bara, DISD Superintendent \*  
Selwyn Rayzor, Westray Development\*\*  
John Withers, Stag Commercial Real  
Estate\*\*

\* = Ex Officio  
\*\* = Only TIRZ 2

## **TAX INCREMENT REINVESTMENT ZONE NUMBER ONE (Downtown)**

Suzanne Johnson, The Chestnut Tree -  
Chair  
Daniel Abasolo, KoonsFuller - Vice Chair  
Vicki Byrd, Denton City Council  
Brian Beck, Denton City Council

Taylor Brakefield, Pros PM  
Marybeth Reinke Doyle, NVM Properties  
Tim Stoltzfus, More Fun Toys & Comics

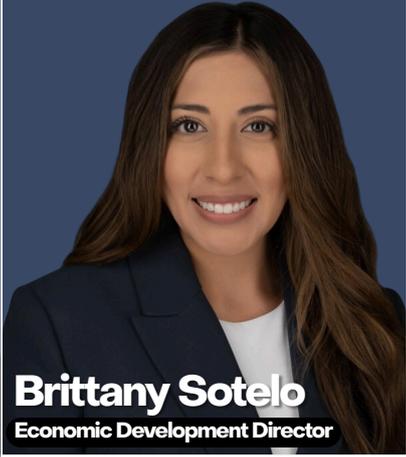
## **DOWNTOWN ECONOMIC DEVELOPMENT COMMITTEE**

Rick Woolfolk, Raymond James - Chair  
Kristen Kendrick-Bigley, UNT CoLab - Vice  
Chair  
Brock McKnight, First United Bank  
Jason Bodor, Vibe Digital Marketing  
Bob Moses, Beth Marie's Old Fashioned Ice  
Cream

Hank Dickenson, Denton Chamber  
Rina Maloney, Denton County  
Krissi Oden, Greater Denton Arts Council  
Melissa Lenaburg, Den10 One  
Nick Miller, The Martino Group



# STAFF



**Brittany Sotelo**  
Economic Development Director



**Erica Sullivan**  
Economic Development Program  
Administrator



**Christina Davis**  
Business Development Administrator



**Kristen Pulido**  
Main Street Program Manager



**Matilda Weeden**  
Economic Development Specialist



**Clay Parker**  
Business Recruitment Specialist



# DOWNTOWN DENTON

## '25 NEW BUSINESS OPENINGS

- Denton Yarn Works
- Cheech and Chong's Apothecaria
- Mexican Oak
- Siri Baker's Eatery
- Market Behind the Square
- The Plot Twist\*
- Bindaas
- Eagle Cawfee
- Hemlock Fox
- La Mexicana

\*Downtown Reinvestment Grant recipient

132

NEW JOBS  
DOWNTOWN 

 GRANT  
FUNDS  
DISBURSED

\$27K

9

GRANT  
APPLICATIONS  
RECIEVED 

 BUSINESS  
RETENTION &  
EXPANSION VISITS

30

# RECRUITMENT & EXPANSION STATS

The City of Denton had a record year of announcements including two new HEB grocery stores and Hillwood's Landmark development.

## INCENTIVIZED PROJECTS



NOVARTIS

**150**  
New Jobs

**\$280M**  
Capital  
Investment



UNITED STATES  
COLD STORAGE

**172**  
New Jobs

**\$35M**  
Capital  
Investment



**MAYDAY**  
MANUFACTURING

**50**  
New Jobs

**\$14.5M**  
Capital  
Investment



**PANEL REY**

**20**  
New Jobs

**\$15M**  
Capital  
Investment

**392**  
TOTAL JOBS  
CREATED

**\$344.5M**  
TOTAL CAPITAL  
INVESTMENT



# REQUEST FOR INFORMATION PROJECTS

The City of Denton actively pursues prospective businesses through direct RFIs from the Dallas Regional Chamber and TX Economic Development Office, cold calls, emails, and word-of-mouth referrals. When these leads align with the city's property availability and workforce needs, the city responds with comprehensive information about Denton.

118



RFIs RECEIVED

64



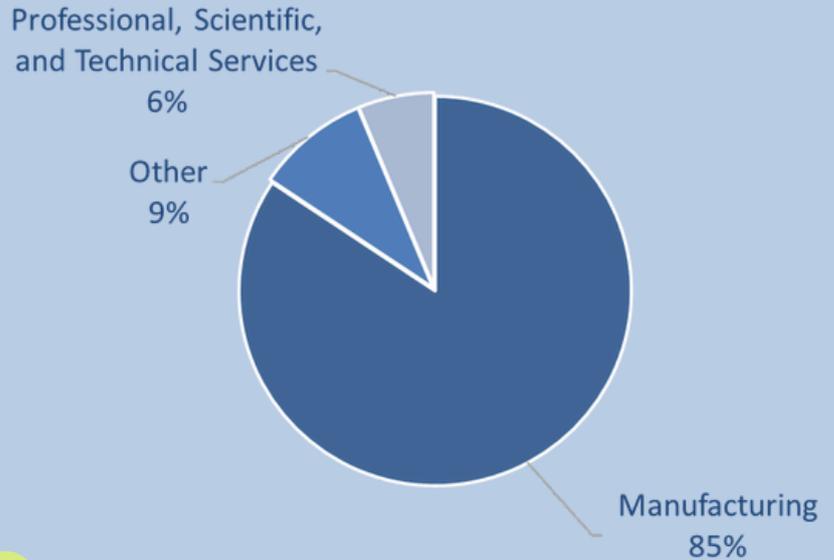
RFIs SUBMITTED

9



RFIs CONVERTED TO LEAD

## 2025 SUBMITTED RFIs BY INDUSTRY



# PROJECT LEADS

61



ANNUAL LEADS

14



LEADS LOST

15



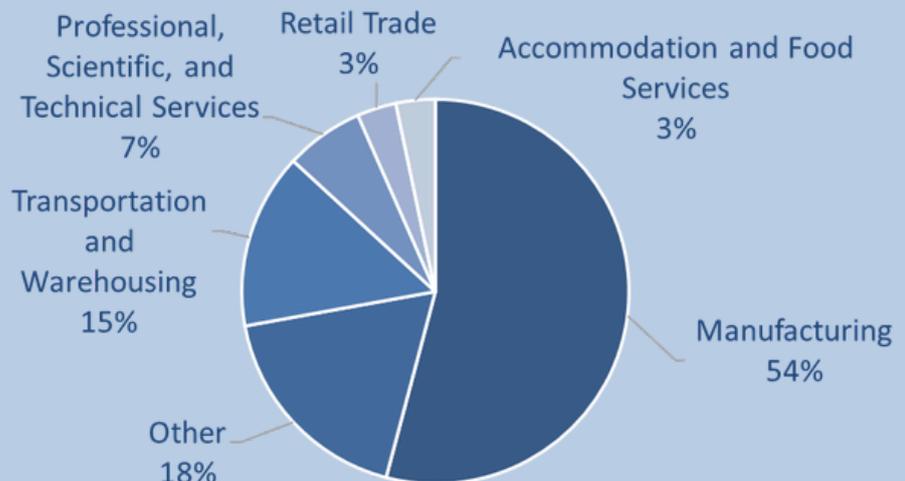
RECRUITMENT VISITS

12



INCENTIVE APPLICATIONS

## 2025 PROJECT LEADS BY INDUSTRY



# TRADESHOWS & CONFERENCES



ic3 Bio Summit



Flint Conf.



LogX Conf.



Earth X



TX Main Street Summit



Verticon



Cyber, Land, Air, Sea, & Space Summit



Biotech Boston

# EVENTS HOSTED



Downtown Reinvestment Grant/Historic Tax Credit Workshop

MEET YOUR PANELISTS Lunchbreak with an Expert

APRIL STOKES  
CERTIFIED PUBLIC ACCOUNTANT  
MERKI & ASSOCIATES

WILLIAM SCAZERO  
SENIOR COUNSEL  
HAYES, BERRY, WHITE & VANZANT LLP

RODNEY NIEMUTH  
COMMERCIAL LENDER  
FROST BANK DENTON

GOVERNOR'S SMALL BUSINESS SUMMIT



Fire Suppression Workshop



Fundamentals of Economic Development Workshop



Retail Roundtable



Denton Job Fair Spring & Fall

# ACHIEVEMENTS



Denton Recognized by Dallas Business Journal

- Top economic development agencies in North Texas ranked by value of deals in 2024.



Best Promotion Award

- Texas Downtown Association Best Promotion Award for 31 Days of Halloween.



Texas Transparency Six-Star Trailblazer

- Texas Comptroller of Public Accounts' highest recognition for local financial reporting.



National Main Street Accreditation Achieved



# EVENTS YEAR IN REVIEW

in 2025, Economic Development Staff represented the City of Denton at the following events:

- **ICSC @ Red River**
- **Texas Downtown's Corsicana Roundtable: Partnerships in Art**
- **Texas Downtown Association Conference**
- **Texas Main Street Reinvestment Numbers Workshop**
- **Developer Town Hall**
- **Governor's Cup with Stulz**
- **North Texas Music Friendly Workshop**
- **Denton Film Meetup**
- **Downtown Safety Meeting**
- **Denton County Economic Developers Meetup**
- **Southeast Denton Block Party**
- **UNT Media Arts Career Kickstarter**
- **DFW Women in Economic Development Meetup**
- **Grow America Finance Course**
- **TWU CWE's 10 Year Anniversary**
- **DFW Infrastructure Summit**
- **Denton Blocktober**
- **P3 Timber Talks**
- **Stoke Expansion Ribbon Cutting**
- **Lotte Logistics x iHerb Grand Opening**
- **Board Member Proclamation**
- **Halloween Town Hall**
- **Hosted Garland for Downtown Tour**



**EDP Board Chair Member Proclamation**



**P3 Timber Talks**



**Governor's Cup Recognition for STULZ**



**Economic Development Week**



**Downtown Safety Meeting**

**City of Denton Office of Economic Development  
940-349-7776  
Economic.Development@cityofdenton.com**

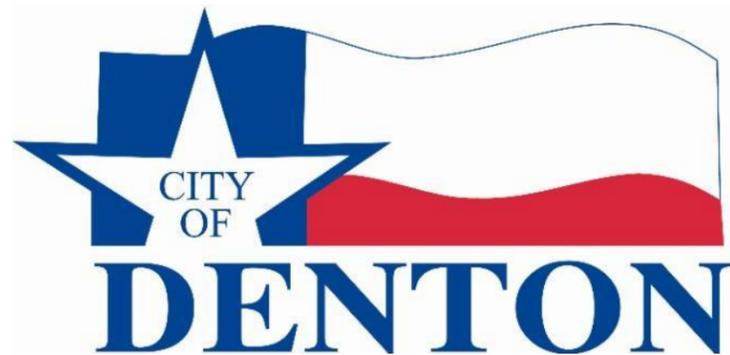


DENTON ECONOMIC DEVELOPMENT PARTNERSHIP

# ANNUAL REPORT

The mission of the Denton Economic Development Partnership is to expand the City's tax base and support the creation of jobs through targeted marketing, strategic partnerships and stakeholder education.

In 1986 the *City of Denton* and *Denton Chamber of Commerce* entered into a formal agreement to establish a joint economic development program. The EDP continues to partner with our business community to support and grow our tax base.



# DENTON EDP INVESTOR SERVICES

The Denton Economic Development Partnership (EDP) plays 6 key roles in facilitating the region's continued prosperity.



Market Denton's  
assets



Public- Private  
Connector



**Business Retention  
and Expansion**



**Building  
Relationships**



Convene industry  
players



Support  
small business



## FOCUS AREA

**RELATIONSHIP BUILDING  
WITH DEVELOPERS,  
BROKERS, LOCAL  
INDUSTRY AND BUSINESS**

# STRATEGY – ATTRACT NEW INVESTMENT / RELATIONSHIP BUILDING

## Quarterly Forums

Educate regional leaders and major employers on the value of investing in Denton.

Facilitate dialogue between public and private leaders.

4 Forums held with over 550 attendees.

### Topics:

- Transportation Updates
- World Cup and Economic Impact
- Data and Dynamics: Unpacking Commercial Real Estate in Denton
- Enhanced Premium Tax Credits



**ECONOMIC DEVELOPMENT INVESTOR FORUM**  
Data and Dynamics: Unpacking Commercial Real Estate Trends  
CoStar™  
Wednesday, January 21  
7:30 AM - 9:00 AM  
Hosted at UNT DATCU Stadium Hub Club  
1251 S. Bonnie Brae, Denton, TX  
COFFEE AND LIGHT BREAKFAST WILL BE PROVIDED



# STRATEGY – ATTRACT NEW INVESTMENT / RELATIONSHIP BUILDING

## Plant Manager Roundtables

2 Plant Manager roundtables, convening leaders of 3000+ Denton employees

Addressed critical topics of workforce development, warehouse automation, and employee transportation.

## Manufacturers Forum

2 Manufacturers forums with over 250+ attendees, collaborated with UNT Career Center, Denton ISD Lagrone Academy, and North Texas Society for Human Resource Management.

## Community Engagement Talks

Presented to 9 community organizations about the value of public-private partnerships and economic development.



**Insurance Changes Ahead?  
How Expiring Healthcare  
Tax Credits Could Impact  
Denton Businesses**

July 17, 2025 | 7:30 - 9:00 AM  
Monroe Pearson  
421 E. Oak Street, Denton, TX 76209

Join fellow business, health, and community leaders to learn how you can protect access to affordable healthcare coverage for your organization through the federal Enhanced Premium Tax Credits. Enjoy breakfast while you learn what is at stake if they expire this year, who will be affected, and how our community can respond.



# STRATEGY – PROMOTING DENTON’S CREATIVE BRAND

## Social Media

Created and shared 12 Denton business success stories on EDP social media and website ([www.DentonEDP.com](http://www.DentonEDP.com))

## Website

2023 – average of 3,200 users/month

2024 – average of 5,863 users/83% increase YOY

2025 – average of 7,549 users / 77% increase YOY

## Email

Engagement metrics

- 40 emails to 10,000+ addresses
- 56% open rate (2x industry avg.)
- 8% click-through rate (4x industry avg.)

## NCTSBDC CONNECTS SMALL BUSINESSES WITH FUNDING, GROWTH RESOURCES

August 1, 2025

The North Central Texas Small Business Development Center is guiding Denton entrepreneurs to new heights with support services designed to address gaps in small business development and scaling resources. In 2024, the SBDC helped 67 new local businesses launch. These small companies created 254 jobs and infused \$10,945,086 into the economy. The NCTSBDC also served 642 clients and businesses over the same period.

Building on these successes in 2025, new enterprises in Denton and the surrounding communities can use the NCTSBDC to draft and meet short-term priorities and long-term goals. From business plans to market research, small business development centers are a valuable, no-cost, and confidential resource.



## Social Media Statistics

### 2024

- Facebook - 2.1 K Followers
- Twitter - 1,565 Followers
- LinkedIn - 1,110 Followers

### 2025

- Facebook - 2.7 K Followers
- Twitter - 1,560 Followers
- LinkedIn - 1,231 Followers



## Engage property managers to address vacancy concerns

The Denton office market has a vacancy rate of 6.6% as of the first quarter of 2026.

### VACANCY STATS

9.3% in Q1 of 2024

7.0% at the end of Q1 of 2025

6.6% as of Q1 of 2026

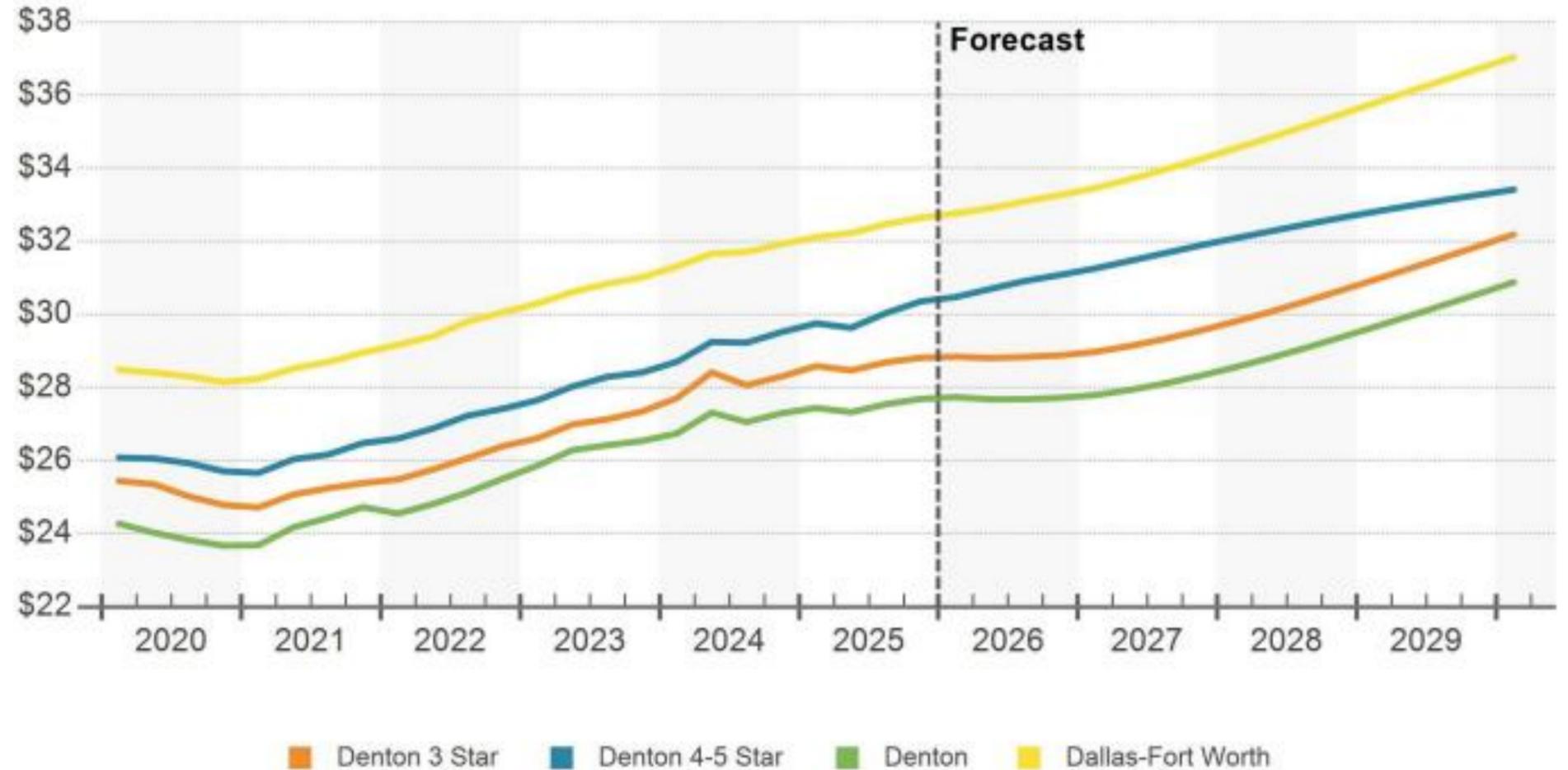
Five-year average of 7.9%

10-year average of 7.8%.

**Denton Average Rents - \$28 SF**

**DFW Market Average - \$33 SF**

MARKET ASKING RENT PER SQUARE FEET



## Engage industrial property managers over vacancy concerns

Meet with 7 industrial managers to discuss vacancy concerns.

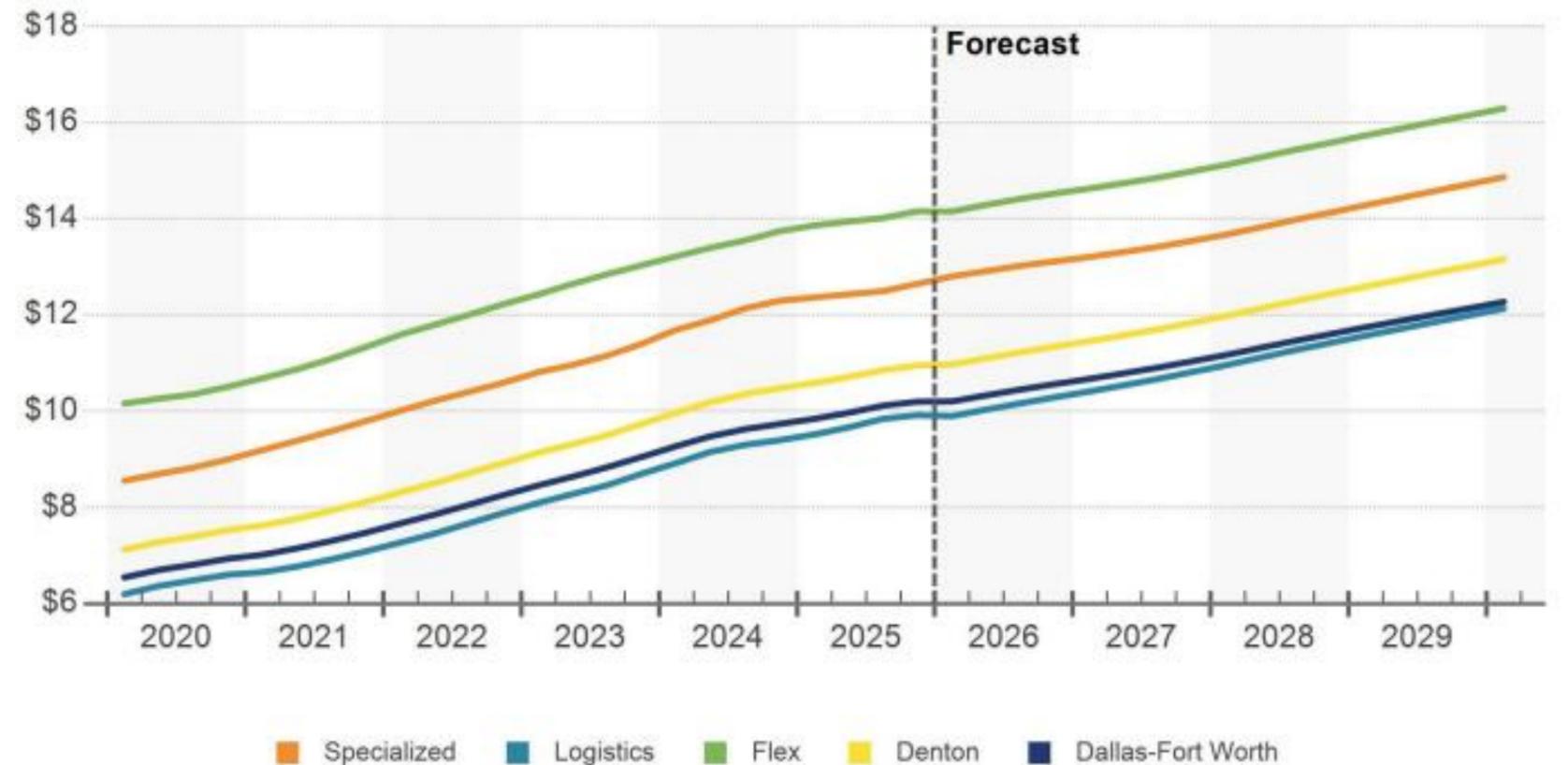
### DIRECT VACANCY FOR DENTON

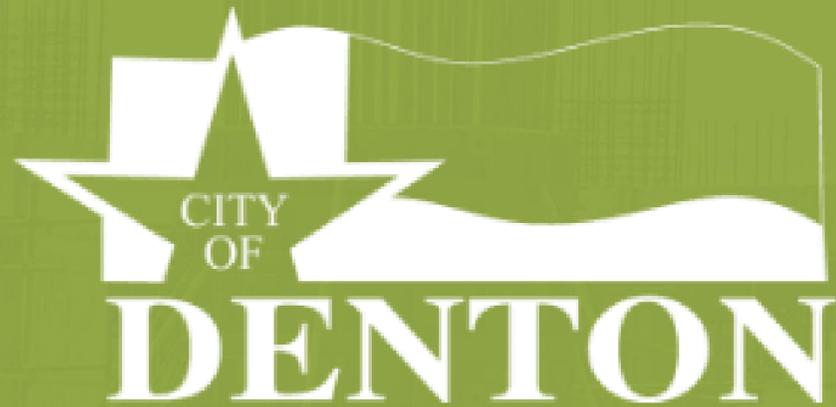
- 18% in December 2024
- 16.6 % as of July 2025
- 20.3% Q1 2026

- Rents in Denton \$10.90/SF.

- DFW average is \$10.10/SF

MARKET ASKING RENT PER SQUARE FEET





**FOCUS AREA**

# **BUSINESS RETENTION & EXPANSION**

**SITE VISITS, TOURS,  
MEETINGS WITH BUSINESS LEADERS**

## **Business Retention and Expansion**

(BRE) is an economic development strategy of proactively connecting with existing businesses to understand and respond to their needs.

The **EDP** actively engages already established businesses within the community to identify their needs and provide support to help them grow and remain in the area, aiming to retain existing businesses and encourage their expansion.

**80% of a region's growth comes from expansion of existing businesses - IEDC**

TASKED FOR 2025

VISITED IN 2025



## BRE VISITS

4-5 Visits per month is the goal

## NAICS CODES

*Industry Classification Systems.  
Classifies businesses by their primary activity.*

Agriculture	2
Construction	3
Manufacturing	15
Transportation and Warehouses	6
Finance and Insurance	12
Real Estate Rental and leasing	10
Professional, Scientifical and Technical Services	5
Educational Services	4
Health Care and Local Assistance	3



Businesses  
Indicated raising  
rent concerns



Expressed concern  
over road work  
interruptions



Expressed  
concern over  
workforce  
development

## Effective Strategies:

Collaboration and connections with LaGrone Academy, NCTC, UNT, and TWU.

- 27 connections made

Utilizing job fairs by Workforce Solutions and university partners.

- Shared info of all upcoming job fairs to industry leaders.

Sharing importance of employee satisfaction and providing ideas.

- Introduction to UNT Athletics ticketing staff, setting up employee experiences at home football and basketball games.

The number 1 question that is asked on a BRE Visit is:

**“What companies can we recruit to Denton to help support your business”.**

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## Facilitated Requested Connections

BUSINESS TO  
BUSINESS  
RELATIONSHIP

WORKFORCE  
CONNECTIONS

BUSINESS TO  
COMMUNITY  
RELATIONSHIP

INFRASTRUCTURE  
CONCERNS

## MANUFACTURERS SUMMIT ON WORKFORCE DEVELOPMENT

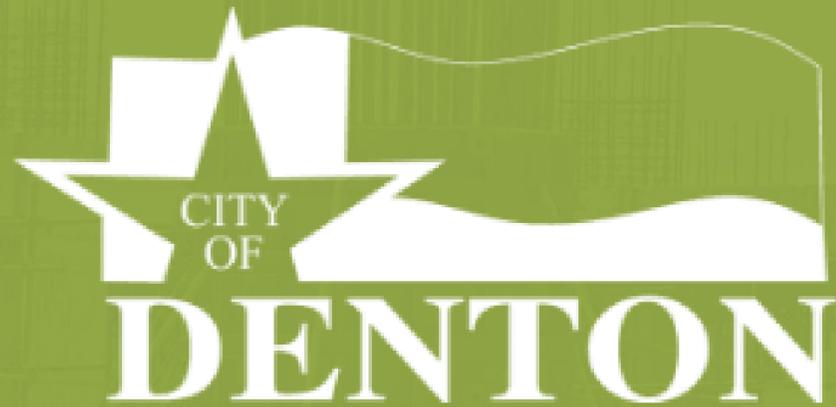
Hosted June 2025

In response to 2024/25 BRE feedback on companies indicating that a need is workforce development and lacking insight into what the educational partners offer.

Forum focused on workforce updates from educational partners. Participants included Denton ISD, TWU, NCTC, and UNT.



**15 of the top 20 largest employers (Public / Private) were in attendance.**



**FOCUS AREA**

**BUSINESS TO  
BUSINESS  
NETWORKING**

## Promoting industry specific networking events to business community

Connected new businesses with critical resources.

- Hosted Business-to-Business happy hours.
- Hosted luncheons among businesses looking to connect or expand in Denton.
- Hosted leaders at workforce conferences.
- Assisted in organization of Denton job fairs

## DEVELOPMENT OF INDUSTRY-SPECIFIC CONTACT DATABASE SHARED WITH PARTNERS

Partnered with City to feature in Certificate of Occupancy emails, enhancing accessibility for new businesses.



**NEW BUSINESS LIST  
JANUARY 2026**



**CLICK HERE!**



## The EDP helps Denton businesses thrive amidst challenges, fueling continued growth

Challenge	EDP Efforts	Result
 <p>New businesses want to engage in the community</p>	<p>EDP <b>connects new businesses</b> to career networks, government resources, and industry</p>	<p>Companies source services locally and invest in City initiatives</p>
 <p>Competition for top talent is high</p>	<p>EDP has <b>developed talent pipelines</b> from local universities and assists hiring efforts</p>	<p>Talent stays in Denton</p>
 <p>Small businesses need targeted resources and assistance</p>	<p>EDP <b>provides funding</b> to Denton’s Small Business Development Center</p>	<p>Small businesses have access to free advice and expertise</p>





## FOCUS AREA

**BUSINESS TRAINING /  
EDUCATION, PRIVATE  
INVESTOR RELATIONS,  
AND SBDC**

# STRATEGY – BUSINESS TRAINING / EDUCATION

## MANUFACTURING DAY – OCTOBER 2025

In a partnership with Denton ISD and LaGrone Academy, the Denton EDP hosted an event to help inspire the next generation of leaders in Denton.

Manufacturing Day, organized nationally by the Manufacturing Institute, is manufacturing’s biggest annual opportunity to inspire the next generation, positively shift perceptions about our industry, and build the foundation for the manufacturing workforce of the future.

Over the next decade, 3.8 million new manufacturing workers will need to be hired in the US.

**12 Companies Participated**  
**Over 700 Students took part in 2025**



## SMALL BUSINESS DEVELOPMENT CENTER FUNDING

- NEW BUSINESS STARTS: **65**
- JOBS SUPPORTED: **327**
- UNIQUE CLIENTS SERVED: **883**
- UNDERSERVED COMMUNITIES / CLIENTS SERVED: **742**
- CAPITAL INFUSION: **\$12,550,485**

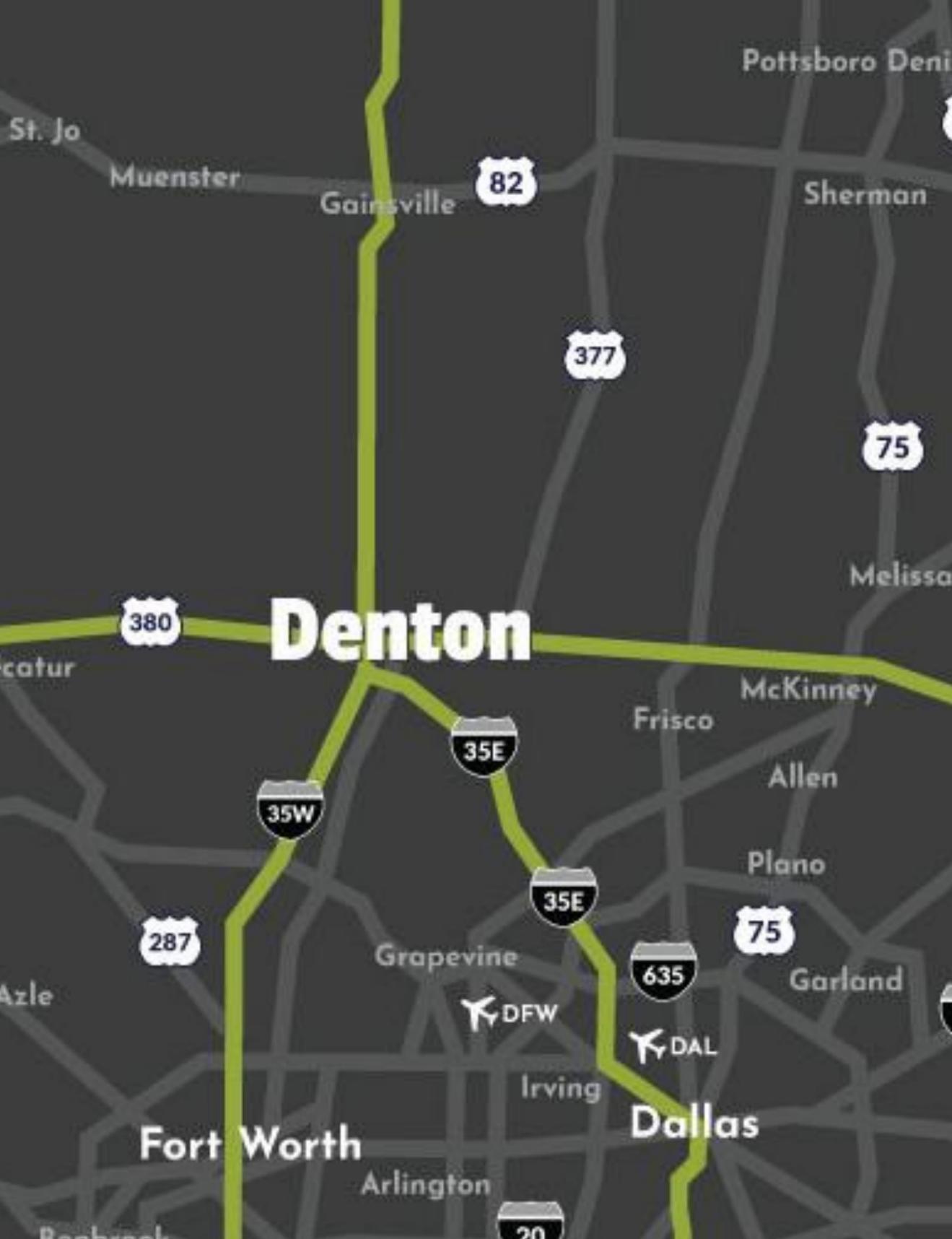


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## RELATIONSHIP BUILDING WITH UNT, TWU, NCTC CAREER CENTERS, STOKE AND LAGRONE ACADEMY

- Meetings and collaborations with Stoke Leadership, Career Centers, campus visits, and business tours.





## OUR INVESTORS

The Chamber of Commerce is contractually obligated to raise \$125,000 from the community.

Funds do not come from general Chamber memberships. Support is raised specifically for economic development efforts.

Companies in all the City's Strategic Growth Areas are represented.



DENTON ECONOMIC DEVELOPMENT PARTNERSHIP

# ANNUAL REPORT

The mission of the Denton Economic Development Partnership is to expand the City's tax base and support the creation of jobs through targeted marketing, strategic partnerships and stakeholder education.

## Economic Development Partnership Board

<b>Wednesday, April 8, 2026</b>		
IC - Items for Consideration	March 11, 2026 Minutes	Chair
IC - Items for Consideration	Project Cloud	Brittany Sotelo
WS - Staff Report	Quarterly Director's Report (Jan, Feb, Mar)	Brittany Sotelo
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, May 13, 2026</b>		
IC - Items for Consideration	April 8, 2026 Minutes	Chair
WS - Staff Report	Jamie EDP Report	Jamie Adams
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, June 10, 2026</b>		
IC - Items for Consideration	May 13, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, July 8, 2026</b>		
IC - Items for Consideration	June 10, 2026 Minutes	Chair
WS - Staff Report	Quarterly Director's Report (Apr, May, Jun)	Brittany Sotelo
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>