



# 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, January 14, 2026

11:00 AM

Development Service Center

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#### SPECIAL CALLED

After determining that a quorum is present, the Economic Development Partnership Board of the City of Denton, Texas, will convene in a Special Called Meeting on Wednesday, January 14, 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. [EDP25-038](#) Consider approval of the minutes of the November 25, 2025 Meeting.

Attachments: [November 25, 2025 EDPB Meeting Minutes - DRAFT](#)

- B. [EDP25-039](#) Consider approval of the 2026 Meeting Schedule for the Economic Development Partnership Board.

Attachments: [Exhibit 1 - Agenda Information Sheet](#)  
[Exhibit 2 - 2026 Meeting Schedule](#)

#### 3. WORK SESSION

- A. [EDP25-042](#) Receive a report and hold a discussion regarding the Denton Enterprise Airport Master Plan Update.

Attachments: [Exhibit 1 - Agenda Information Sheet](#)  
[Exhibit 2 - Presentation](#)

- B. [EDP25-043](#) Receive a report and hold a discussion regarding the upcoming Mobility Summit event.

Attachments: [Exhibit 1 - Agenda Information Sheet](#)  
[Exhibit 2 - Save the Date](#)

- C. [EDP25-044](#) Staff Reports:
1. Director's Report - Brittany Sotelo
  2. Economic Trends Report - Matilda Weeden
  3. Future Agenda Items - Brittany Sotelo

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Attachments:      [Exhibit 1 - Agenda Information Sheet](#)  
                              [Exhibit 2 - Director's Report Presentation](#)  
                              [Exhibit 3 - Economic Trends Report Presentation](#)  
                              [Exhibit 4 - Future Agenda Items](#)

#### 4. 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 January 8, 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  
November 25, 2025**

After determining that a quorum was present, the Economic Development Partnership Board convened in a Special Called Meeting on Tuesday, November 25, 2025, at 10:02 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, Ron Crockett, Brian Danhof, Jeremy Fykes, Kerry Goree, Jill Jester, Lee Ramsey, and Clyde Rick Woolfolk

**ABSENT:** Erin Carney (ex-officio), Sara Hensley (ex-officio), Leo Morales, Aaron Roberts, Jason Tomlinson, Susannah O'Bara (ex-officio)

**STAFF:** Carly Blondin, Scott Bray, Clay Parker, Kristen Pulido, Brittany Sotelo, Christine Taylor, and Matilda Weeden

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

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No presentations from members of the public.

**2. ITEMS FOR CONSIDERATION**

**A. EDP25-036 Consider approval of the meeting minutes for October 8, 2025.**

Ramsey made a motion to approve the minutes of October 8, 2025, as presented. Bissett seconded the motion. Motion carried (8-0).

AYES (8):	Bissett, Byrd, Crockett, Danhof, Fykes, Goree, Ramsey, and Woolfolk
NAYS (0):	None
ABSENT (1):	Jester

**B. EDP25-031 Receive a report, hold a discussion, and consider recommending approval to City Council regarding an incentive agreement for Novartis Gene Therapies, Inc. for an abatement of real property taxes over ten years up to**

**\$2,337,960 under Chapter 312 of the Local Government Code and a sales tax rebate on construction materials up to \$199,688, a job-based grant up to \$300,000, and a remediation grant up to \$381,842 under Chapter 380 of the Local Government Code.**

Jester joined at 10:30 a.m.

Staff presented the item and discussion followed.

Woolfolk made a motion to approve recommendation of approval to City Council regarding an incentive agreement for Novartis Gene Therapies, Inc. for an abatement of real property taxes over ten years up to \$2,337,960 under Chapter 312 of the Texas Tax Code and a sales tax rebate on construction materials up to \$199,688, a job-based grant up to \$300,000, and a remediation grant up to \$381,842 under Chapter 380 of the Local Government Code. Byrd seconded the motion. Motion carried (9-0).

AYES (9):	Bissett, Byrd, Crockett, Danhof, Fykes, Goree, Jester, Ramsey, and Woolfolk
NAYS (0):	None

### **3. CONCLUDING ITEMS**

With no further business, the meeting adjourned at 10:39 a.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:** January 14, 2026

**SUBJECT**

Consider approval of the 2026 Meeting Schedule for the Economic Development Partnership Board.

**BACKGROUND**

During the January 28, 2020 City Council meeting, the City's Code of Ordinances Section 2-29 (City Council Rules of Procedure) Subsection (h) (creation of committees, boards, and commissions) was amended. The amended rules of procedure require boards, commissions, and committees to establish a regular meeting schedule, which is to be adopted annually.

The Economic Development Partnership Board (EDPB) typically meets on the second Wednesday of every month, unless the EDPB schedules a special called meeting. A 2026 meeting calendar is presented for the Board's consideration with an initial 2027 meeting date.

**EXHIBITS**

Exhibit 1 – Agenda Information Sheet

Exhibit 2 – 2026 Annual Meeting Schedule

Respectfully submitted:  
Vanessa Esparza  
Administrative Assistant

# **ECONOMIC DEVELOPMENT PARTNERSHIP BOARD**

## **2026 ANNUAL MEETING SCHEDULE**

Unless notified otherwise, all meetings will be held at 11:00 a.m., on the second Wednesday of every month at Development Service Center, 401 N Elm Street, Denton, Texas 76201.

### **2026 Regular Meeting Dates**

February 11, 2026

March 11, 2026

April 8, 2026

May 13, 2026

June 10, 2026

July 8, 2026

August 12, 2026

September 9, 2026

October 14, 2026

November 4, 2026 \*Earlier due to Veteran's Day

December 9, 2026

### **2027 Initial Meeting Date**

January 12, 2027

\*Meetings will be cancelled if no voting items are on the agenda.



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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Denton Enterprise Airport

**ACM:** Frank Dixon

**DATE:** January 14, 2026

### **SUBJECT**

Receive a report and hold a discussion regarding the Denton Enterprise Airport Master Plan Update.

### **BACKGROUND**

Airport master plans are comprehensive, long-range planning documents that guide the future development of an airport. They are essential tools used by airport sponsors, planners, and governing bodies to ensure that the airport can meet future aviation demand in a safe, efficient, and environmentally responsible manner.

The Federal Aviation Administration (FAA) recommends that public-use airports develop and periodically update master plans to reflect changes in aviation activity, community needs, and regulatory requirements. The last master plan update for Denton Enterprise Airport occurred in 2015. A typical master plan includes forecasts of future aviation activity, an assessment of facility needs, alternatives for development, and a financial implementation plan. It also incorporates stakeholder input and aligns with local, regional, and national transportation goals.

The primary objectives of an airport master plan are to:

- Provide a clear roadmap for future airport development.
- Ensure the airport remains safe, efficient, and responsive to demand.
- Support sound financial planning and capital investment.
- Promote compatibility with surrounding land uses and environmental stewardship.
- Facilitate coordination with federal, state, and local agencies.

The master planning process is collaborative and data-driven, involving input from airport users, community stakeholders, and regulatory agencies. The final product serves as a strategic guide for decision-making and capital improvement programming over a 20-year planning horizon.

The process to update the Airport Master Plan began in the spring of 2024. It received 90% grant funding from the FAA of \$709,779.60 with a City match of \$78,864.40.

### **Process**

The process for the master plan update was broken into three (3) phases:

1. Take an inventory of existing conditions and develop aviation forecasts
2. Assess airport demand/capacity and develop facility requirements; analyze development alternatives

3. Develop a recommended development concept (with environmental considerations); develop a concept capital improvement program.

Airport stakeholder engagement is a significant part of the planning process. A Planning Advisory Committee, consisting of Airport and community partners, was convened on four (4) occasions to provide ongoing input into the process. Stakeholder engagement also included regular town hall meetings to keep the public informed about the planning process. A planning website, [dto.airportstudy.net](http://dto.airportstudy.net), was launched to solicit feedback and provide information, as well as document drafts.

### **Final Plan**

The final report was provided to the City Council on December 2, 2025. This report included details in all phases of the plan, the recommended development concept (i.e. how the airport may develop over the next 20 years based on existing data and forecasts), and financial information related to that development.

The master plan serves as a critical tool for positioning Denton Enterprise Airport for future growth and investment. It translates long-term planning into actionable priorities, identifying specific projects that enhance capacity, safety, and operational efficiency. The projects identified should be thought of as a menu of potential development outcomes, dependent upon future airport needs and market demands. Importantly, a project's inclusion in the Airport Master Plan makes it eligible, though not guaranteed, for FAA funding at 90% of the project cost.

One of the most important outcomes is the updated Airport Layout Plan (ALP), which is submitted to the FAA for review and approval. The ALP, along with supporting documentation such as aviation forecasts and facility requirements, ensures the airport remains eligible for federal funding and provides a clear basis for future grant applications. By aligning development goals with FAA standards, the master plan strengthens the airport's ability to secure resources and implement improvements in a timely and coordinated manner.

NOTE: Due to its size, the draft Master Plan Update is available online at [dto.airportstudy.net/documents](http://dto.airportstudy.net/documents).

### **PRIOR ACTION/REVIEW (Council, Boards, Commissions)**

Jan 13, 2026 – City Council Consideration  
Dec. 2, 2025 – City Council Work Session  
Nov. 20, 2025 – Airport Advisory Board Recommendation  
Dec. 17, 2024 – City Council Work Session  
Aug. 14, 2024 – Economic Development Partnership Work Session  
June 12, 2024 – Airport Advisory Board Work Session  
April 4, 2024 – City Council Project Funding Approval  
March 20, 2024 – Airport Advisory Board Project Funding Recommendation

### **FISCAL INFORMATION**

A conceptual CIP is included in the master plan; however, final projects and costs are subject to future determination and market demands.

### **EXHIBITS**

Exhibit 1 – Agenda Information Sheet  
Exhibit 2 – Presentation

Respectfully submitted:  
Ryan Adams, C.M.  
Airport Director

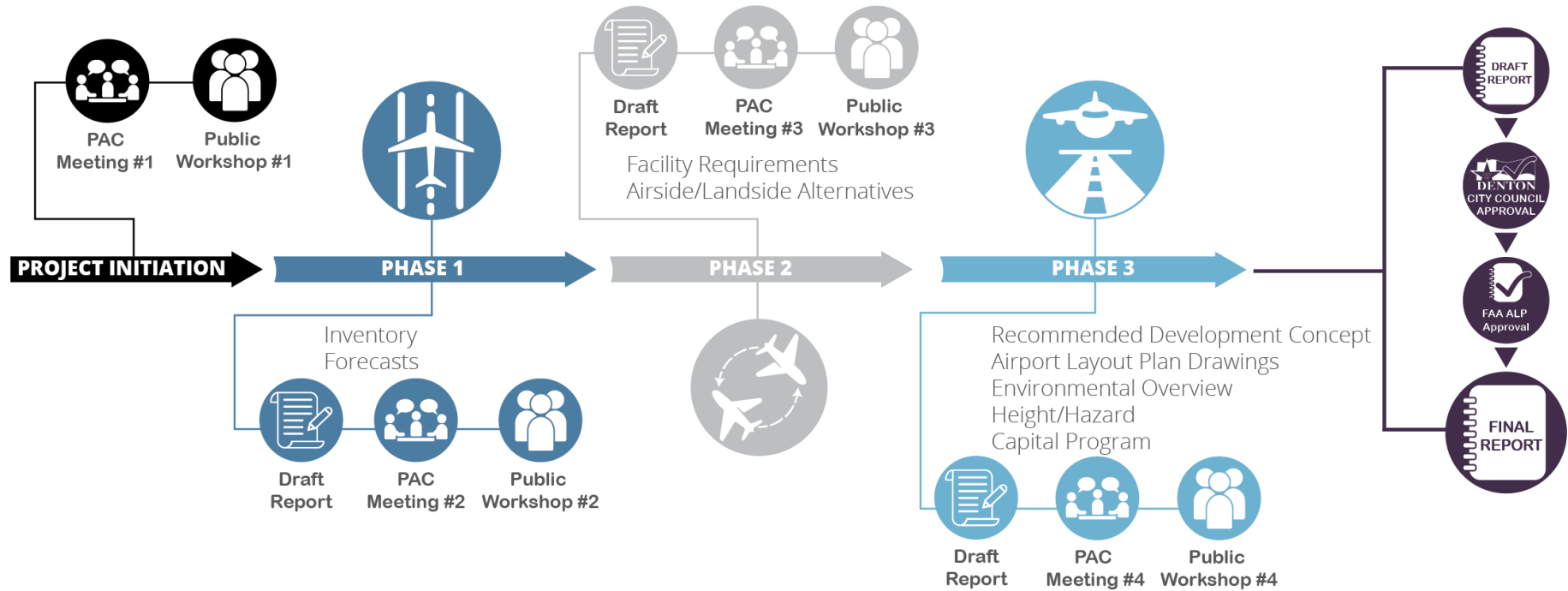




# DENTON ENTERPRISE AIRPORT

AIRPORT MASTER PLAN

# MASTER PLAN PROCESS





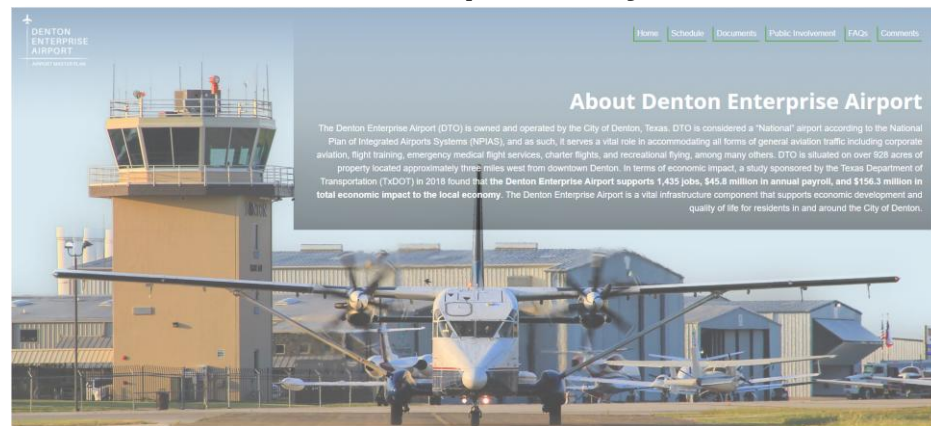
# Stakeholder Feedback

## Planning Advisory Committee

- **Airport Staff**
- **Airport Advisory Board**
- **Department of Economic Development**
- **Department of Development Services**
- **Department of Engineering**
- **TxDOT - Aviation**
- **NCTCOG**
- **Aircraft Owners and Pilot's Association (AOPA)**
- **Airport Traffic Control (Robinson Aviation)**
- **Airport Tenants (Sheltair & Med Trans)**
- **Community/Airport Stakeholders (5)**
  - **University of North Texas**
  - **Texas Woman's University**

## Study Website

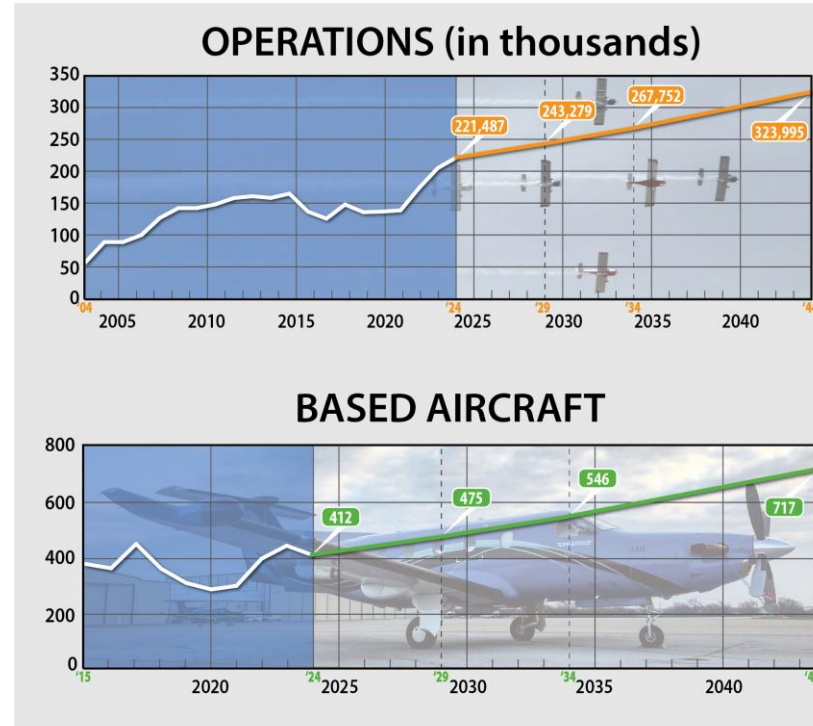
**DTO.airportstudy.net**



## Exhibit 2E: Forecast Summary

	2024	2029	2034	2044	CAGR
<b>ANNUAL OPERATIONS</b>					
<b>Itinerant</b>					
Air Carrier	14	14	14	14	0.0%
Air Taxi	3,075	3,400	4,300	6,100	3.5%
General Aviation	102,829	113,500	125,300	152,800	2.0%
Military	51	81	81	81	2.3%
<b>Total Itinerant</b>	<b>105,969</b>	<b>116,995</b>	<b>129,695</b>	<b>158,995</b>	<b>2.0%</b>
<b>Local</b>					
General Aviation	115,514	126,284	138,057	165,000	1.8%
Military	4	0	0	0	N/A
<b>Total Local Subtotal</b>	<b>115,518</b>	<b>126,284</b>	<b>138,057</b>	<b>165,000</b>	<b>1.8%</b>
<b>TOTAL ANNUAL OPERATIONS</b>	<b>221,487</b>	<b>243,279</b>	<b>267,752</b>	<b>323,995</b>	<b>1.9%</b>
<b>OPERATIONAL PEAKING CHARACTERISTICS</b>					
Peak Month	22,043	25,226	27,763	33,595	2.1%
Design Day	711	814	896	1,084	2.1%
Busy Day	898	1,028	1,131	1,369	2.1%
Design Hour	205	235	259	313	2.1%
<b>BASED AIRCRAFT</b>					
Single Engine Piston	306	351	401	520	2.7%
Multi-Engine Piston	58	68	79	105	3.0%
Jet	34	40	46	65	3.3%
Helicopter	14	16	19	25	2.9%
Glider/Other	0	0	1	2	N/A
<b>TOTAL BASED AIRCRAFT</b>	<b>412</b>	<b>475</b>	<b>546</b>	<b>717</b>	<b>2.8%</b>

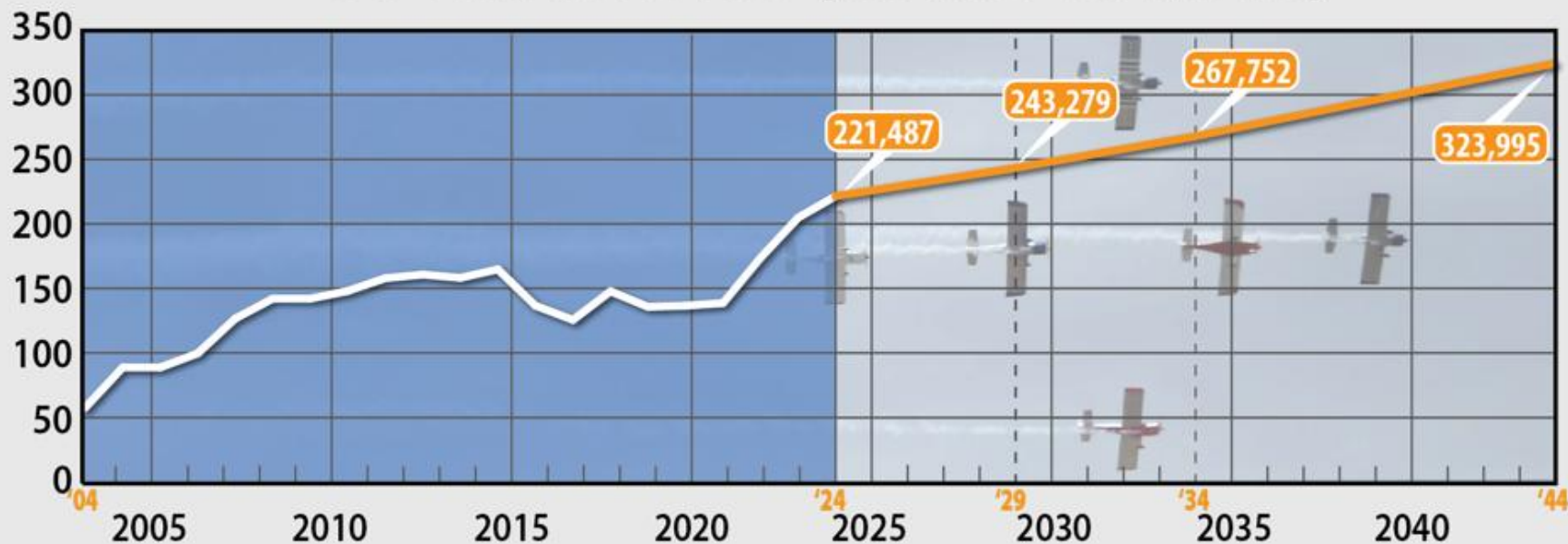
N/A - Not Applicable CAGR - Compound annual growth rate



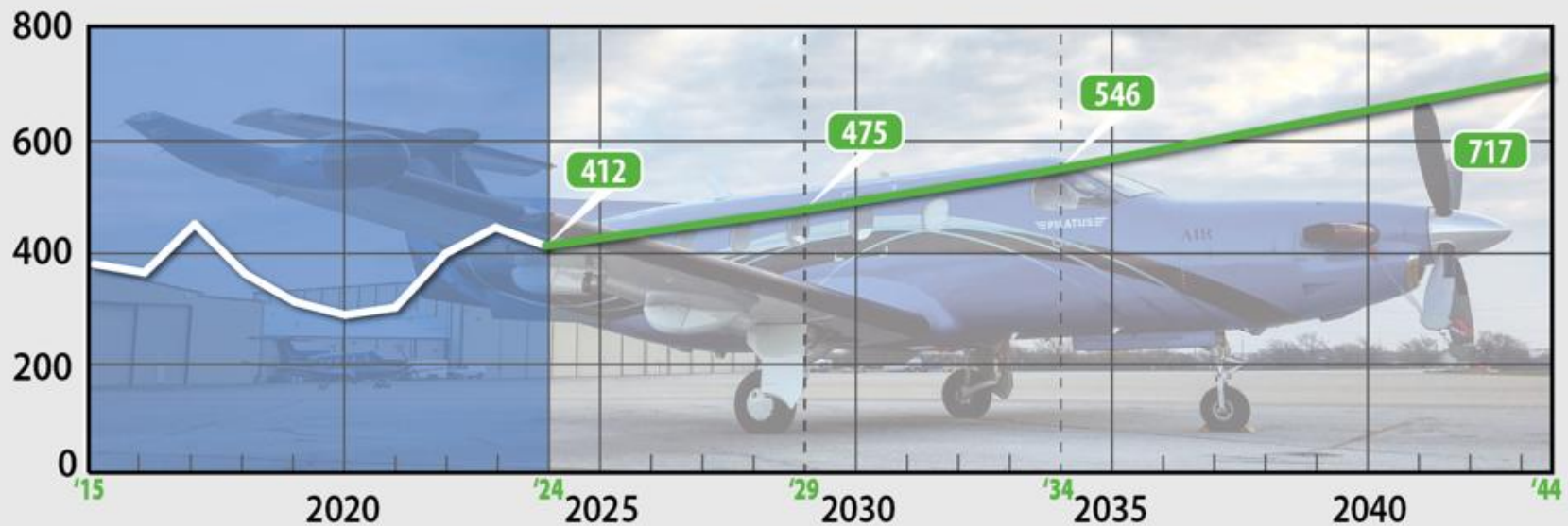




# OPERATIONS (in thousands)



# BASED AIRCRAFT



Sources: Coffman Associates analysis

## Critical Aircraft Summary

**TABLE 2W | Airport and Runway Classifications**

	Runway 18L-36R		Runway 18R-36L
	Existing	Ultimate	Existing/Ultimate
Airport Reference Code (ARC)	C-II	C/D-III	B-II
Critical Aircraft (Typ.)	Bombardier Challenger 600	Gulfstream G550/G650	Beechcraft King Air 90/200/300/350
Runway Design Code (RDC)	C-II-2400	C/D-III/2400	B-II-4000
Taxiway Design Code (TDG)	3	3	2A

Source: FAA AC 150/5300-13B, Airport Design, Change 1

### Challenger 600



### Gulfstream G650



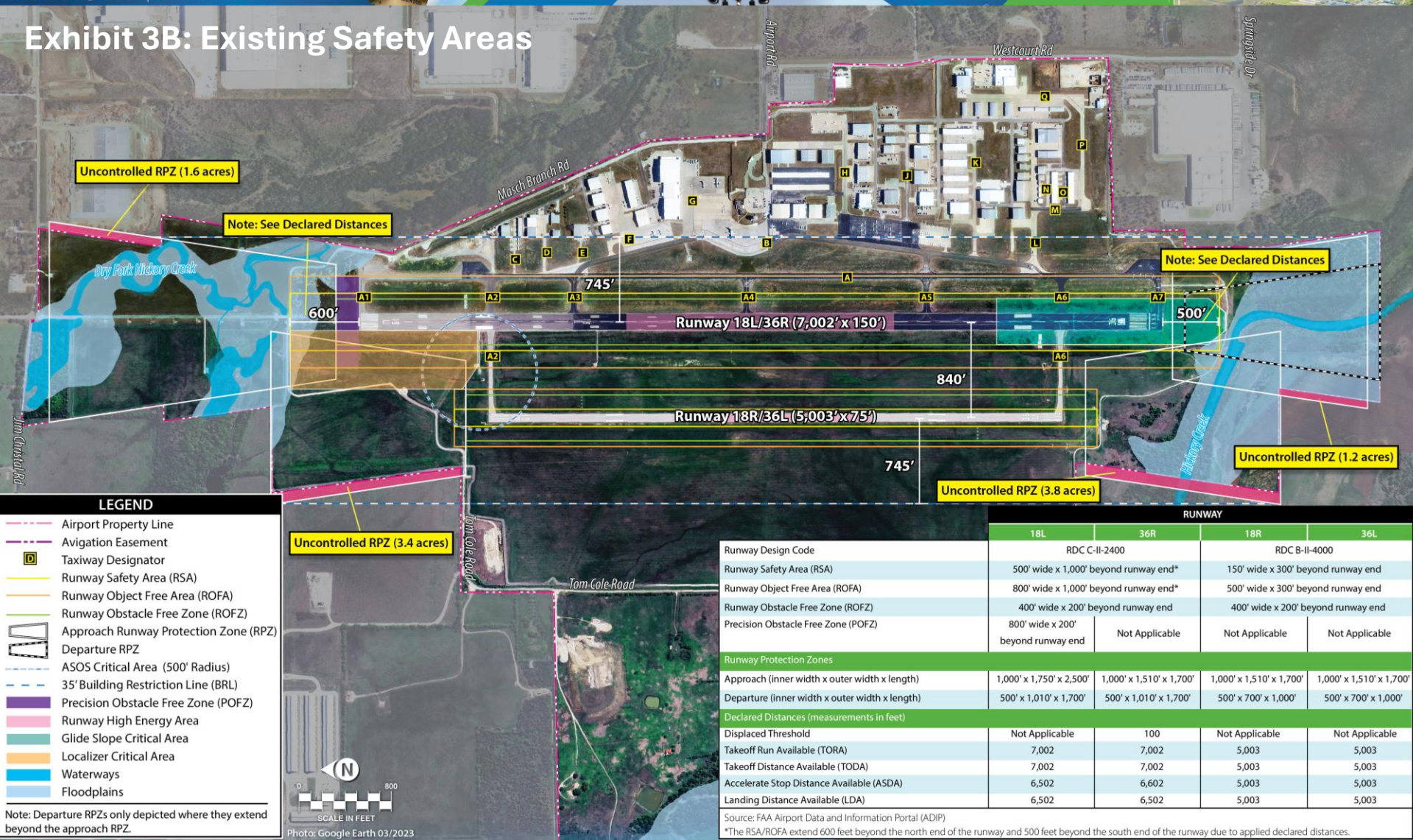


# Commercial Service and Air Cargo at DTO

- ▶ Commercial Service not pursued as a viable development option for DTO:
  - TKI position as front-runner
  - Large capital investment \$200-\$300 million requirement and ongoing staffing/maintenance costs of commercial facilities
  - Part 139 regulatory/safety compliance requirements
  - Potential for increased environmental/noise impacts
  
- ▶ Existing DTO air cargo business relies on small Part 135 charter operations.
- ▶ Prevailing trends among FedEx, UPS, Amazon Air, etc., do not indicate addition of new airports like DTO to their networks.
- ▶ For planning purposes, if demand materializes, dedicated air cargo facilities are identified in the master plan on the west side of the airfield.

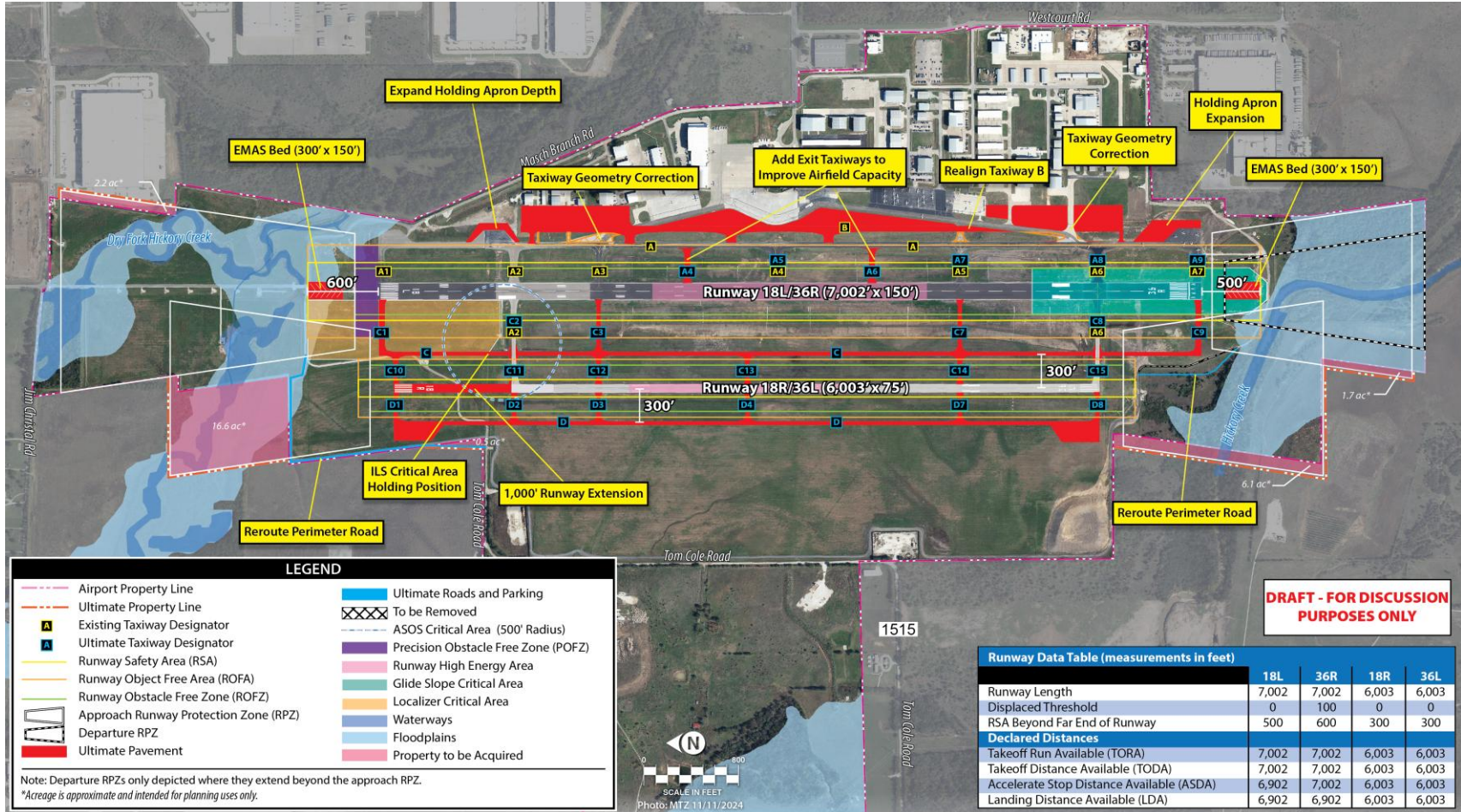


# Exhibit 3B: Existing Safety Areas





# Recommended Development Concept





**LEGEND**

- - - Airport Property Line
- A Existing Taxiway Designator
- A Ultimate Taxiway Designator
- - - 35' Building Restriction Line (BRL)
- Yellow Ultimate Hangars
- Red Ultimate Airfield Pavement
- Blue Ultimate Roads and Parking
- Orange Pavement to be Removed
- White Non-Aeronautical Use Reserve

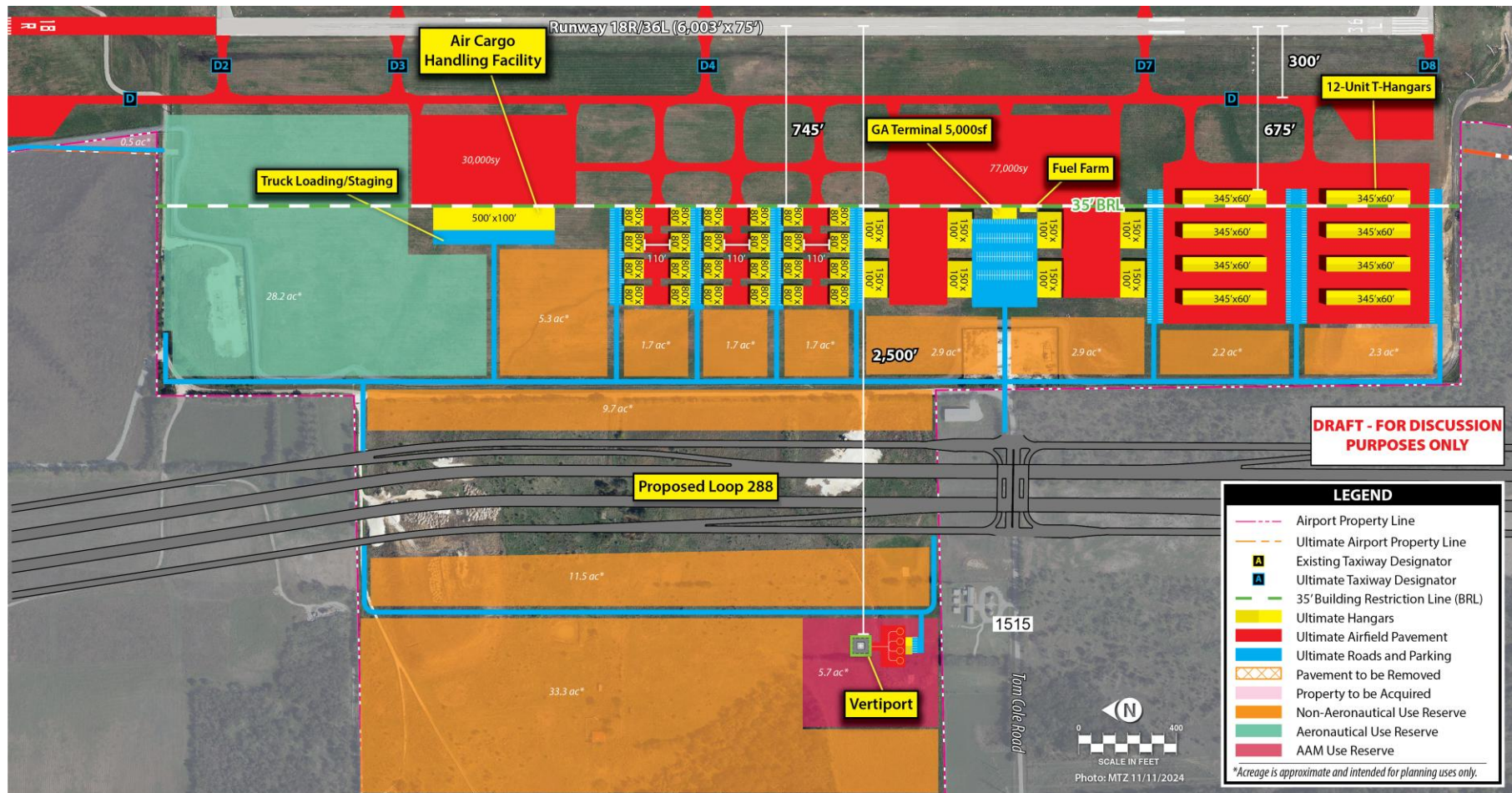
\*Acresage is approximate and intended for planning uses only.

**DRAFT - FOR DISCUSSION PURPOSES ONLY**



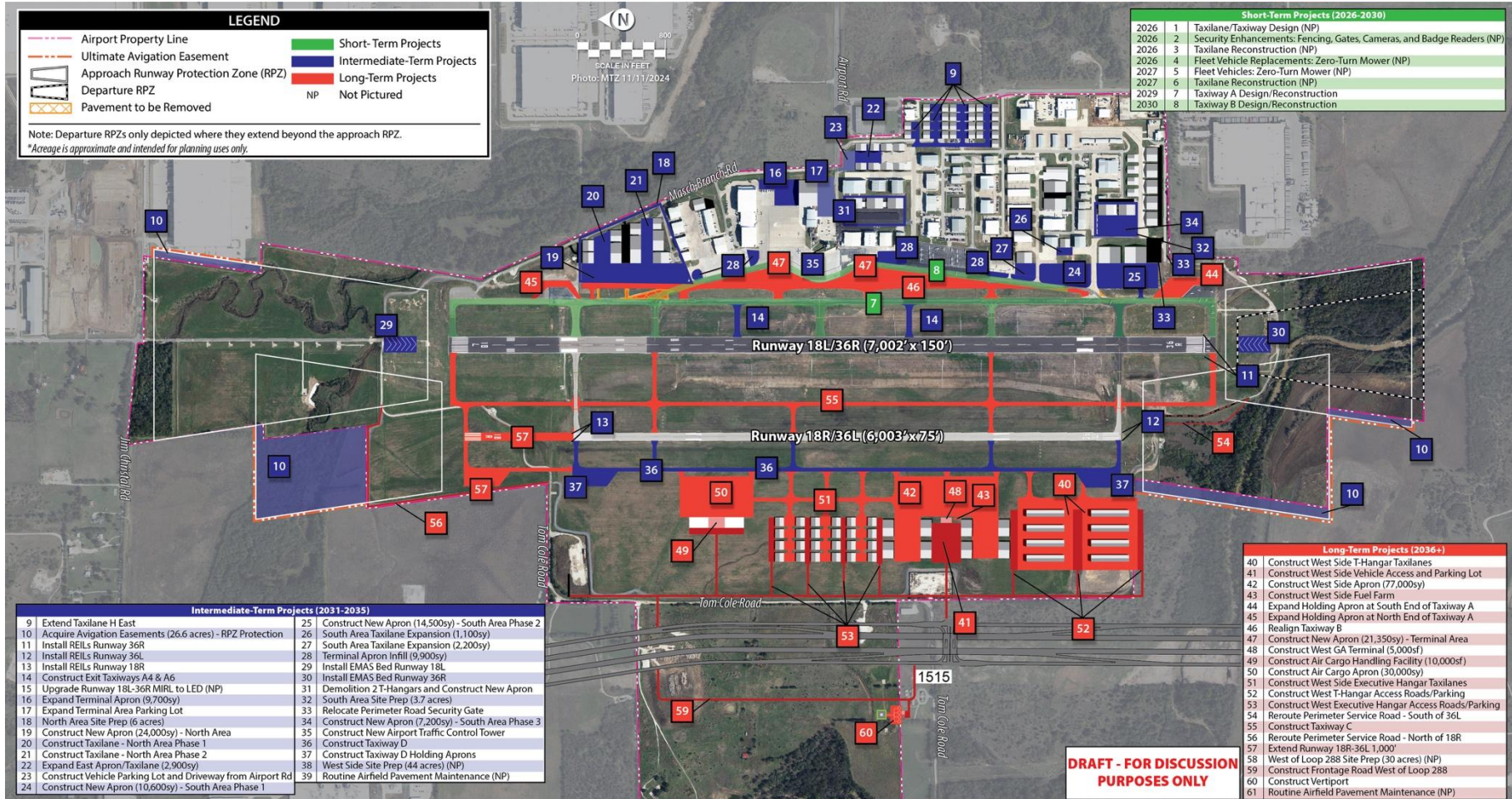


## Recommended Development Concept – West Side





# Recommended Development Staging



## Capital Improvement Program

	Funding Sources (in 2025 dollars)		
	Total Project Cost	Federal/TxDOT Eligible Funding	Sponsor Funding
Short-Term Subtotal	\$24,505,000	\$21,802,500	\$2,702,500
Intermediate-Term Subtotal	\$149,720,000	\$120,411,000	\$29,309,000
Long-Term Subtotal	\$247,052,000	\$149,238,000	\$97,814,000
TOTAL PROGRAM	\$421,277,000	\$291,451,500	\$129,825,500

### Notes:

- CIP includes 61 total projects.
- **The CIP is non-binding and does not guarantee funding from the City, TxDOT or the FAA.**
- Project costs are subject to change during design.
- Project priorities are subject to change depending on market demand and funding availability.



# NEXT STEPS

- ▶ **Draft Airport Layout Plan (ALP)**
  - ▶ Submit to FAA/TxDOT after City Council approval of the master plan







# QUESTIONS?

**We want to hear from  
you!**

**[DTO.airportstudy.net](http://DTO.airportstudy.net)**







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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Economic Development

**ACM:** Christine Taylor

**DATE:** January 14, 2026

**SUBJECT**

Receive a report and hold a discussion regarding the upcoming Mobility Summit event.

**BACKGROUND**

The Office of Economic Development actively collaborates with partner organizations and educational institutions to strengthen the city's ecosystem of resources and business opportunities. Staff will invite guest speakers to deliver comprehensive briefings on essential topics to the Board of Directors.

In September 2025, Dr Terry Pohlen spoke to the board about the Texoma Logistics Engine. During this presentation, Dr Pohlen shared with the board the upcoming Mobility Summit event. The Mobility Summit is a collaborative event being planned with University of North Texas Jim McNatt Institute for Logistics Research, Denton Office of Economic Development, Denton Economic Development Partnership, and Stoke Denton.

**EXHIBITS**

Exhibit 1 – Agenda Information Sheet

Exhibit 2 – Save the Date

Respectfully submitted:  
Brittany Sotelo  
Economic Development Director

# URBAN MOBILITY INNOVATION SUMMIT



Denton, Texas



March 26th

**SAVE THE DATE**

Join us at the Monroe Pearson in Denton for the Denton Mobility Innovation Summit | MobilityXDenton, a premier networking event dedicated to advancing innovations in urban mobility. The Summit will bring together thought leaders from industry, venture capital, entrepreneurship, government, and local universities.

Attendees will hear directly from leading innovators through expert panel discussions, a keynote presentation by a distinguished innovation leader, and a fireside chat with two firms that have chosen Denton as their home. The program will also highlight groundbreaking work from local entrepreneurs.

This event is free and open to the public, with advance registration required. Do not miss this opportunity to engage with thought leaders and contribute to the conversation on the future of urban mobility.





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## AGENDA INFORMATION SHEET

**DEPARTMENT:** Economic Development

**ACM:** Christine Taylor

**DATE:** January 14, 2026

### **SUBJECT**

Staff Reports:

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

### **BACKGROUND**

#### **Director's Report:**

Receive a report and hold a discussion regarding recent Office of Economic Development activities.

#### **Economic Trends Report:**

Receive a report regarding an overview of recent economic trends for Denton.

#### **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 – Director's Report Presentation
- Exhibit 3 – Economic Trends Report Presentation
- Exhibit 4 – Future Agenda Items

Respectfully Submitted:  
Matilda Weeden  
Economic Development Specialist

**January 14, 2026**

# **DIRECTOR'S REPORT - Q4 2025**

**OFFICE OF ECONOMIC DEVELOPMENT**

**Brittany Sotelo**  
**Economic Development Director**



# IN THE NEWS



**Denton TX Office of Economic Development**  
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...

"Ross Perot Jr.'s **Hillwood** hosted an unveiling celebration Thursday night for Landmark, a 3,200-acre project at Interstate 35W and Robson Ranch Road. It is one of the region's largest mixed-use development projects, and Denton's first master-planned community. Hillwood leaders tout Landmark as a city within a city.

The newest project could add more than 20,000 residents to Denton's population and be valued at \$10 billion once complete."


Thank you to the **The Dallas Morning News** for featuring this remarkable development! <https://lnkd.in/gK-xKkds>



The Dallas Morning News · 2h · on MSN

**Pharmaceutical giant eyeing Denton for \$280 million manufacturing plant**

The eighth-largest pharmaceuticals company in the world, Swiss-based Novartis, is planning a \$280 million manufacturing plant ...



**Renovations underway at Denton's Texas Fine Arts Theater; venue to reopen in mid-2026**



By Connor Pittman | 5:30 PM Dec 2, 2025 CST  
Updated 5:30 PM Dec 2, 2025 CST





Renovations at the Texas Fine Arts Theater include addressing water damage and structural issues within the building. (Connor Pittman/Community Impact)

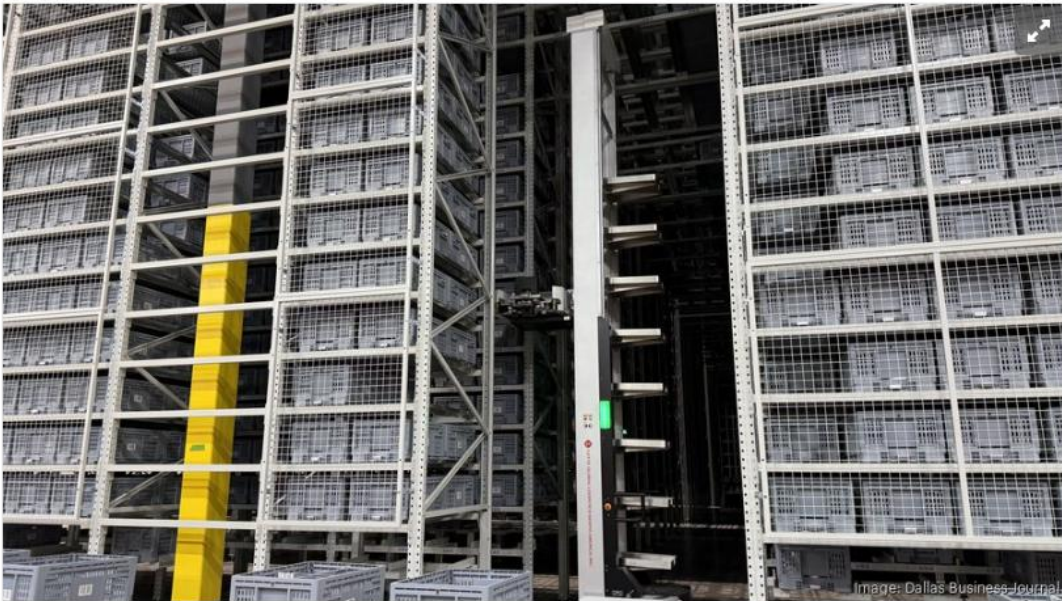
**Lotte Global opens its first US automated warehouse in Denton**



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Lotte Global Logistics North America, subsidiary of the South Korean company Lotte Global Logistics, and online retailer iHerb officially started its automated distribution center operations and celebrated the opening Dec. 17. Lotte Global Logistics is leasing and operating a 232,000 square foot industrial space at 221 Western Blvd. in Denton and uses more than 200 robots to pick and sort products for delivery.  
SETH BODINE / DBJ



# PARTNER EVENTS

- 10/2: UNT Research Day: Applied Ai and Data Science
- 10/10: DFW Women in Economic Development Luncheon
- 10/16: SMU Tech Hub Meeting
- 10/22: E.D. Presentation for the City's Developer Town Hall
- 10/27: NCTCOG Round Table for Local and Regional Data Center Impacts
- 11/3: UNT Texas Talent Accelerator Regional Meeting
- 11/4-6: Manufacturing Technology Series Southwest 2025
- 11/5: UNT State of the University Breakfast
- 11/21: Judge Panelist for the UNT Pitch Competition in partnership with the Murphy Center for Entrepreneurship
- 12/11: Workforce Solutions Community Partnership Event



# PARTNER EVENTS - OED LED



- 10/16: Hosted Downtown Halloween Tour for Quarterly Denton County Economic Developers
- 10/17: Hosted Downtown Halloween Tour for City of Garland team
- 11/10: Economic Development Fundamentals Workshop
- 12/9: Downtown City Services Meeting with Community Services, Police and Parks
- 12/12 Amex Small Business Grant Opportunity Training Session



# GOVERNOR'S SUMMIT VIDEO



<https://youtu.be/GB0MrRp9bz0?si=AhQgczEoCfS4dE4T>



# TRAINING

- 10/19–23: OU Economic Development Institute
- 10/22: Impact DataSource Webinar: Introducing Residential Development Scenarios in Impact Dashboard
- 10/22: P3 Timber Talks – Addison
- 10/28: 5 Steps to Stronger Partnerships Across Your Ecosystem
- 11/4: Texas Downtown Association Conference
- 11/18: CDFA Development Finance Webcast Series Development Finance Tools: Effective Utilization of Green Bonds
- 12/2: CDFA Webinar Series Development Finance Tools: Unlocking the Power of P3
- 12/16: TX Main Street Reinvestment Number Workshop in Mesquite, TX.





# TEXAS DOWNTOWN ASSOCIATION CONF.





# HALLOWEEN BUSINESS STATS

## Economic Impact Survey Feedback

- **Participation:** 54 businesses took part in the survey and provided feedback on their traffic and sales throughout October.
- **Business Activity:** 56% of participants reported that business was significantly busier than in 2024.
- **Busiest Day:** Saturday was overwhelmingly the busiest day of the week for nearly all businesses.
- **Peak Hours:** 48% of businesses indicated that the 5–9pm timeframe was their busiest period each day.
- **Revenue Trends:** Businesses reported higher weekly revenues throughout October compared to 2024.
- **Foot Traffic:** 84% of participants said the initiative brought more visitors to their business, with 67% noting a significant increase
- **Engagement:** 78% of businesses participated in Halloween-themed promotions, events, or offered seasonal menu items

# Q4 RECRUITMENT STATS

25

## ACTIVE PROJECTS

- 3.8k Potential Jobs
- \$5.97B Potential Cap. X

Active Projects Stage	Count
Lead (5%)	20
Awaiting App. (10%)	2
Qualification (15%)	1
Incentive Neg. (50%)	1
Incentive Prop. Sent (70%)	1
Total	25

6

## NEW LEADS

Sources:

- Local Partner - 1
- Broker - 3
- EDP Website - 1
- Direct - 1

3

## RECRUITMENT VISITS

10

## LEADS RECLASSIFIED

- (4) Cold
- (2) Transferred to Business Support
- (2) Lost
- (1) Active
- (1) Won without incentives

3

## INCENTIVE APPLICATIONS

- 3 City applications
- 3 State applications

281

## RECRUITMENT OUTREACH ATTEMPTS

# Q4 DOWNTOWN STATS

6

**BRE VISITS**

5

**LEADS LOST**

- (1) Not moving forward with project
- (3) Cold
- (1) Won without incentives

6

**NEW  
DOWNTOWN  
GRANT LEADS**

10

**RECRUITMENT  
OUTREACH  
ATTEMPTS**

# Q4 RFI STATS

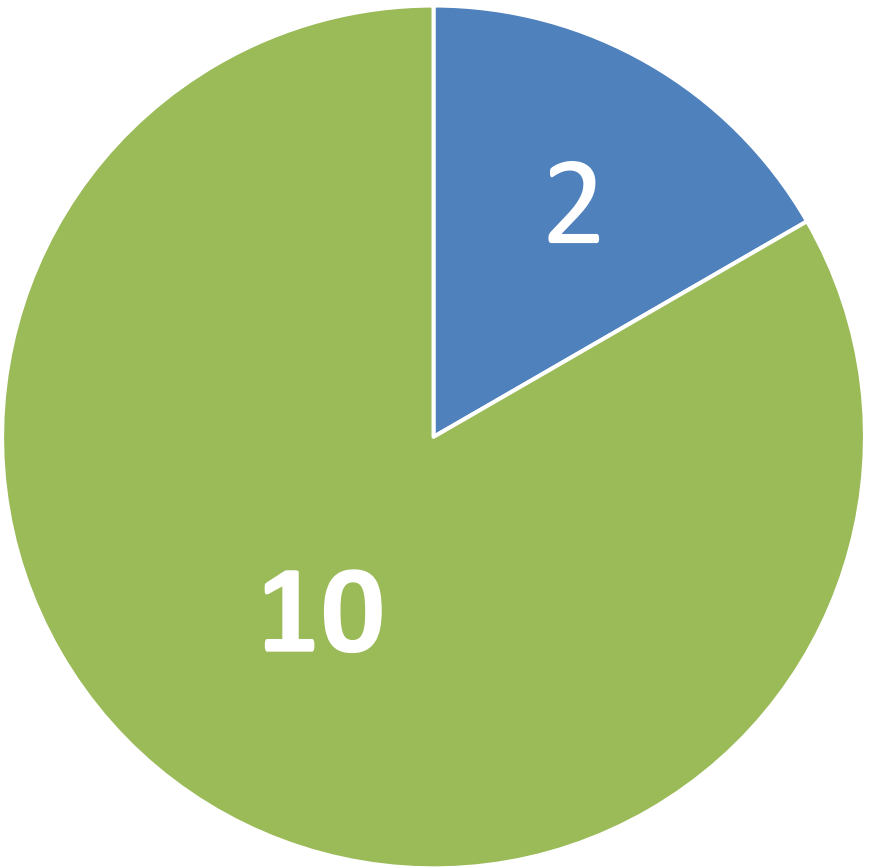
RFI's  
RECEIVED  
24

SUBMITTED  
13

NO SUBMITTAL  
10

LEAD  
CONVERSION  
0

## RFI LEAD SOURCE



Potential  
Capital  
Investment

\$1.1B

Potential  
Jobs

9,615

\*Submitted for Q4

64

ANNUAL RFI'S  
SUBMITTED

■ Dallas Regional Chamber ■ Governor's Office



# MUSIC & FILM

## FILM

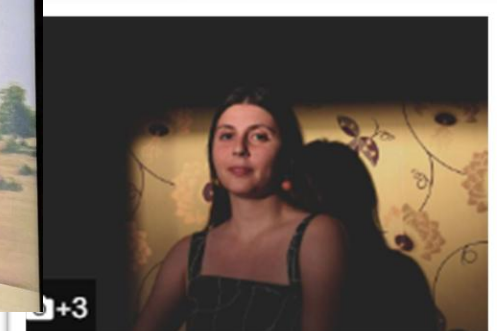
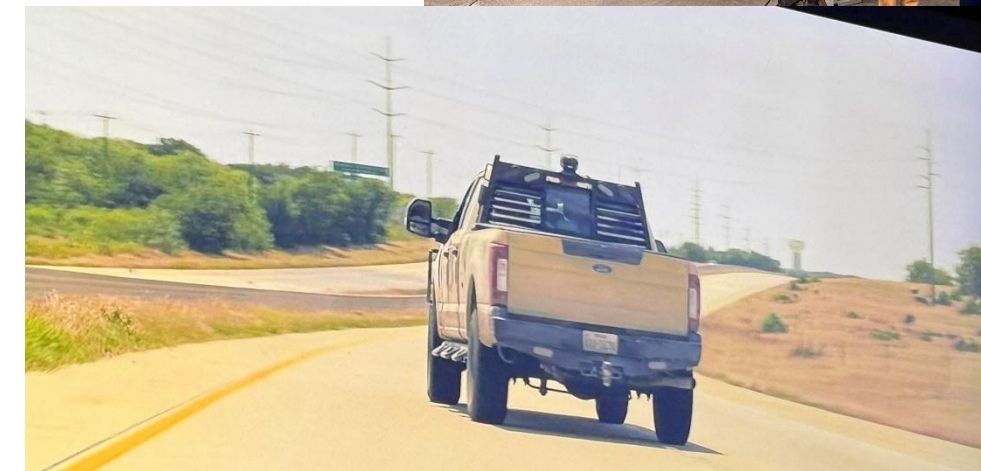
- Film permits issued November: 1 Commercial, 3 Student
- Film permits issued December: 1 Commercial
- Denton snapshots:
  - *Landman* S2 Ep 3 – Amazon Prime
    - Filmed 2025
  - *Ruthless Atonement* – Amazon Prime or Tubi
    - Filmed 2024
- Looking ahead:
  - Adjustments to permit application (back end)
  - Denton Black Film Festival: Jan 28–Feb 1

## MUSIC

- Grammy nominations: 3 UNT alum!



Exciting visit to a film set in downtown Denton!



**The Grammy nominations are out, and here are the UNT alumni on the list**

# UPCOMING EVENTS

- 1/20 Know More, Grow More: Market Research for Your Business Workshop
- 2/3 ACS BrightEdge Texas Innovation Summit
- 2/10 Small Business Connections with Denton Public Library
- 3/26 Denton Mobility Summit



# THANK YOU

# Economic Trends Report

July, August, September 2025

**Matilda Weeden**  
**Economic Development Specialist**



# TOTAL RESIDENTIAL PERMIT VALUES

**Q3 2025**

**\$239,129,870**

**Q3 2024**

**\$95,930,236**

**YTD**

**\$496,083,932**

# TOTAL COMMERCIAL PERMIT VALUES

**Q3 2025**

**\$14,014,401**

**Q3 2024**

**\$76,419,401**

**YTD**

**\$214,731,354**

# SALES TAX COLLECTION

**\*In FY Oct-Sep**

**Q4 2025**

**\$15,082,426**

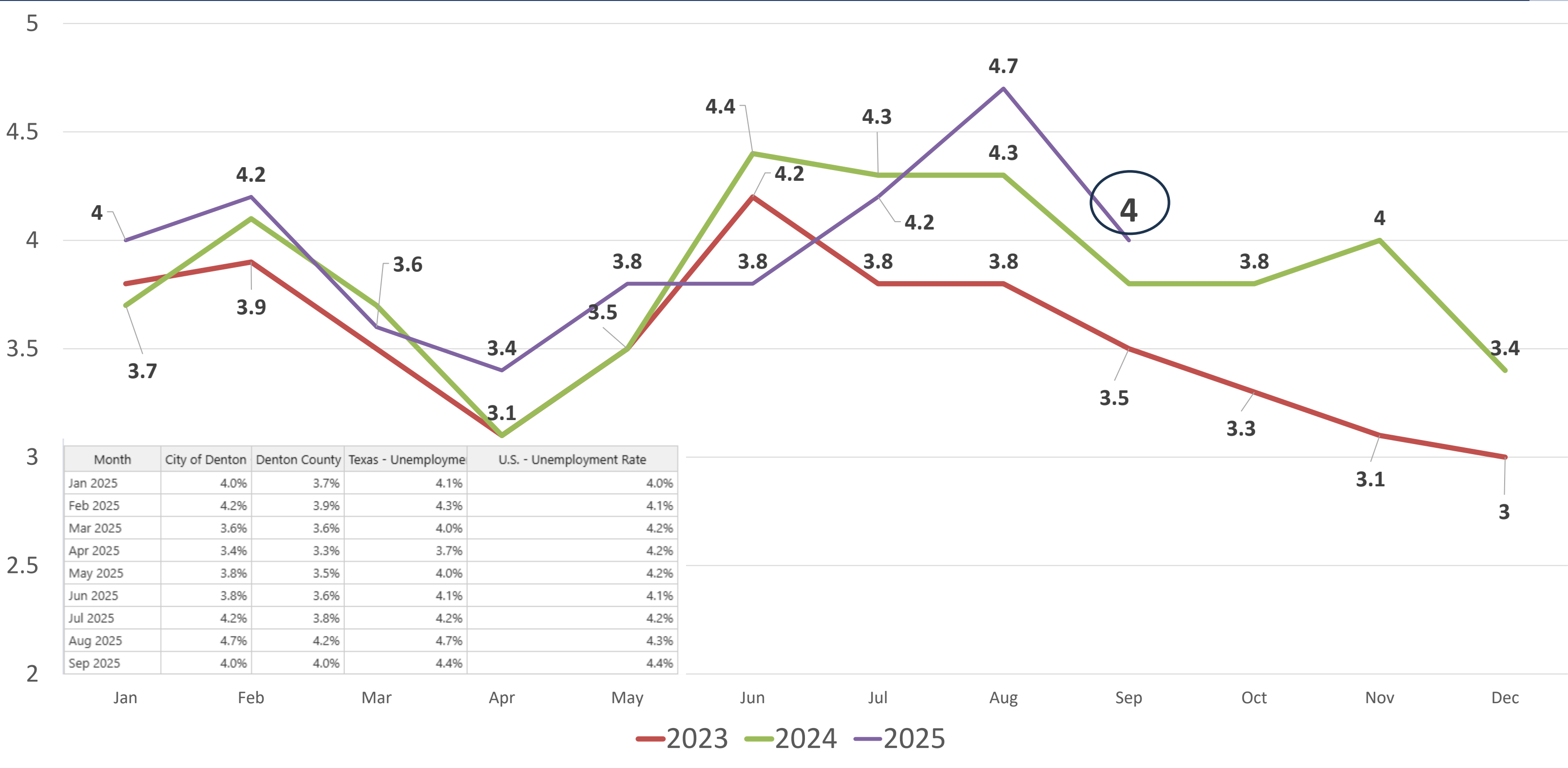
**Q4 2024**

**\$15,043,126**

**YTD**

**\$38,386,761**

# UNEMPLOYMENT RATE, 3 YR COMP





# 2025 Q3 COST OF LIVING INDEX, TEXAS

\*This information is from July, Aug., Sep of 2025.

	COMPOSITE	GROCERY			TRANS-		MISC. GOODS
URBAN AREA AND STATE	INDEX	ITEMS	HOUSING	UTILITIES	PORTATION	HEALTH CARE	AND SERVICES
Harlingen TX	79.6	91.0	65.0	121.5	84.5	80.6	75.1
McAllen TX	80.7	89.5	60.2	117.0	88.1	74.9	83.6
Amarillo TX	80.9	93.6	58.4	88.9	87.3	79.4	90.5
Corpus Christi TX	84.6	91.6	69.5	97.6	95.0	87.7	87.6
El Paso TX	87.1	96.6	66.6	87.6	98.7	94.4	95.8
Abilene TX	88.1	95.6	63.1	104.3	96.3	95.8	98.2
Nacogdoches TX	88.8	92.6	75.5	105.5	95.2	101.1	90.8
Waco TX	89.8	90.1	82.0	97.7	92.9	103.7	91.4
San Antonio TX	90.7	91.5	73.5	85.2	92.7	119.1	101.5
Odessa TX	92.4	94.5	79.4	96.3	88.8	100.4	101.0
Houston TX	93.0	97.1	78.7	90.6	97.1	98.3	101.9
Tyler TX	93.1	95.6	87.0	103.6	99.7	114.0	89.9
Fort Worth TX	94.4	97.9	84.0	112.0	92.3	99.1	96.9
Denton TX	95.2	96.4	85.1	107.0	95.5	90.5	100.7
Austin TX	96.8	93.9	95.3	98.6	96.8	97.7	98.7
Arlington TX	98.2	97.8	93.9	112.4	91.1	95.3	100.8
Dallas TX	98.1	97.8	86.2	112.4	87.7	103.8	106.4
Plano TX	105.9	96.2	109.5	112.4	97.9	110.0	107.2

RED	HIGHEST
GREEN	LOWEST
YELLOW	DENTON

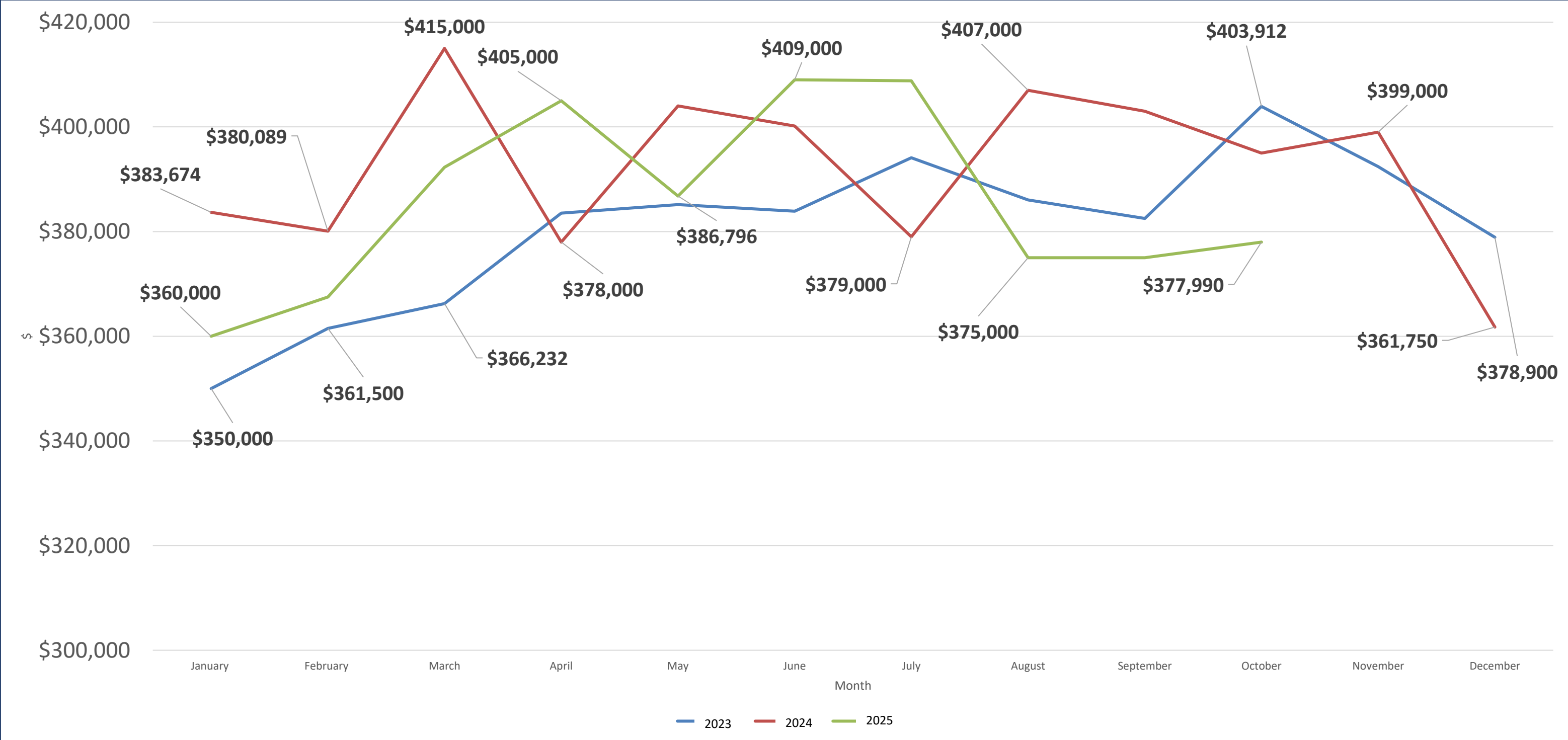
# 2025 Q3 COST OF LIVING INDEX, TEXAS

\*This information is from July, Aug., Sep of 2025.

	100%	14.67%	27.97%	8.75%	10.75%	4.59%	33.27%
	COMPOSITE	GROCERY			TRANS-		MISC. GOODS
URBAN AREA AND STATE	INDEX	ITEMS	HOUSING	UTILITIES	PORTATION	HEALTH CARE	AND SERVICES
Harlingen TX	79.6	91.0	65.0	121.5	84.5	80.6	75.1
Decatur IL	81.1	100.6	50.0	105.4	97.6	85.4	87.4
Ponca City OK	82.7	91.5	71.0	93.7	90.3	85.2	83.6
Kalamazoo MI	86.5	97.3	63.5	97.3	98.0	90.5	94.4
Knoxville TN	86.6	99.0	77.4	88.0	86.4	81.5	89.0
Waco TX	89.8	90.1	82.0	97.7	92.9	103.7	91.4
Denton TX	95.2	96.4	85.1	107.0	95.5	90.5	100.7
Austin TX	96.8	93.9	95.3	98.6	96.8	97.7	98.7
Dallas TX	98.1	97.8	86.2	112.4	87.7	103.8	106.4
Arlington TX	98.2	97.8	93.9	112.4	91.1	95.3	100.8
Nashville-Murfreesboro TN	99.0	100.8	100.5	102.6	89.8	64.7	99.0
Asheville NC	105.7	101.5	111.7	97.4	89.6	112.7	107.9
Plano TX	105.9	96.2	109.5	112.4	97.9	110.0	107.2
San Jose CA	177.7	110.4	109.5	142.5	139.5	108.3	120.2
Honolulu HI	179.7	130.5	109.5	185.3	137.8	128.1	120.1
New York (Manhattan) NY	232.5	114.8	109.5	117.3	117.3	149.2	126.4

RED	HIGHEST
GREEN	LOWEST
YELLOW	DENTON

# MEDIAN HOME PRICE, DENTON



Source: Texas A&M University, Texas Real Estate Research Center



# COMMERCIAL REAL ESTATE, INDUSTRIAL

\*Citywide industrial stats



Vacant Sq Ft	4,117,465
% Vacant	19.7%
Average Rate	\$7.62 NNN
Total Net Absorption	244,783 sq ft

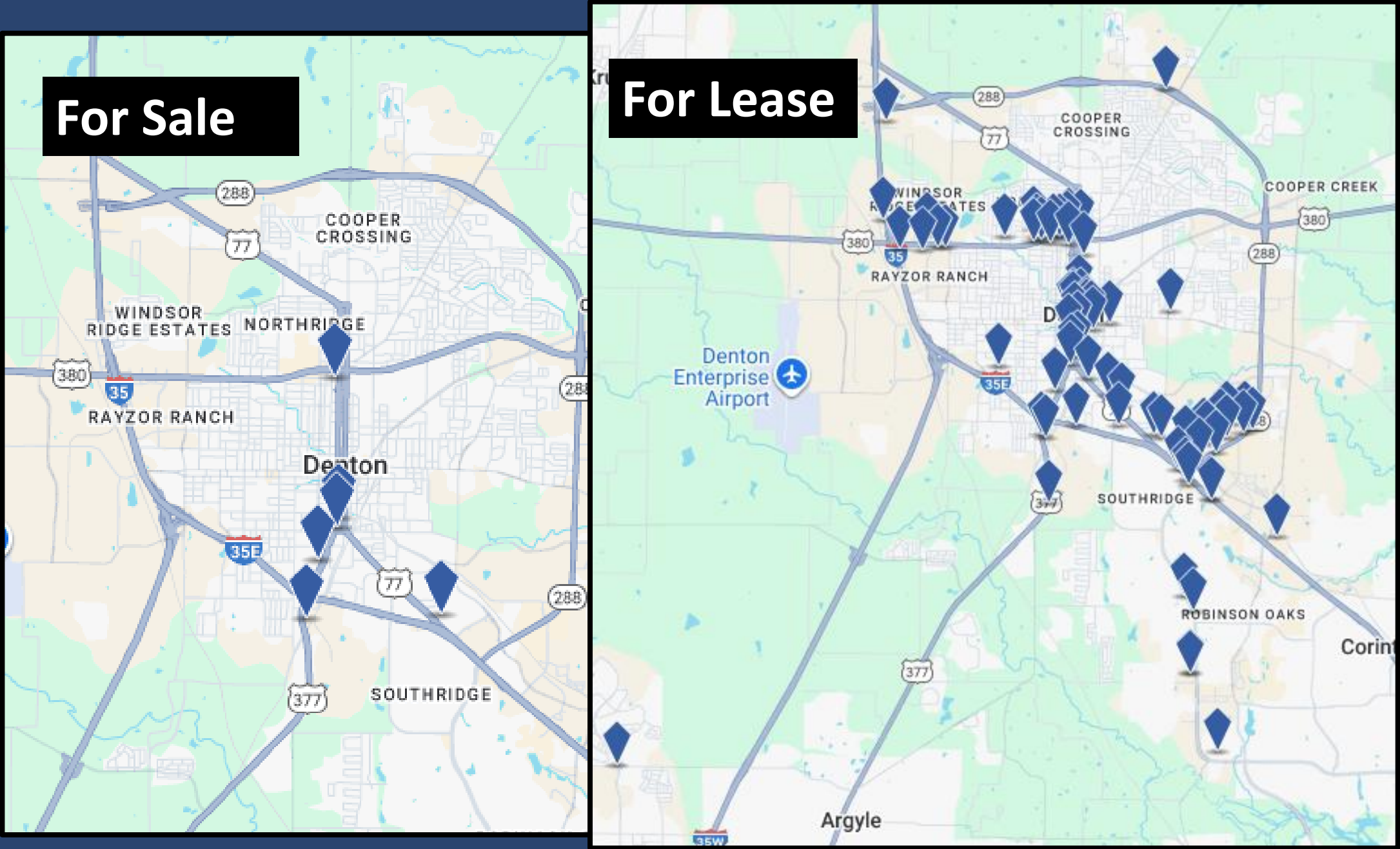


Source: CoStar

EDP25-044, 1/14/26

# COMMERCIAL REAL ESTATE, RETAIL

\*Citywide retail stats



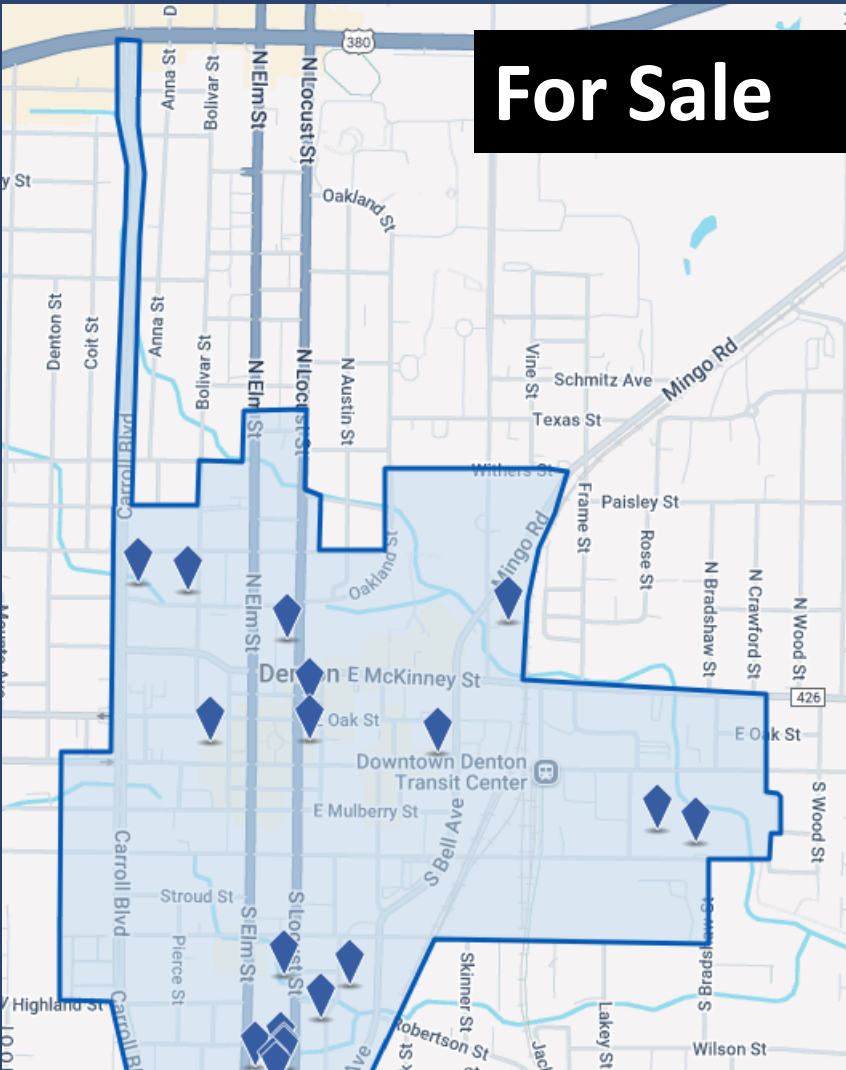
Vacant Sq Ft	463,665
% Vacant	4.6%
Market Asking Rent	\$23.54
Total Net Absorption	93,846 sq ft

Source: CoStar

EDP25-044, 1/14/26

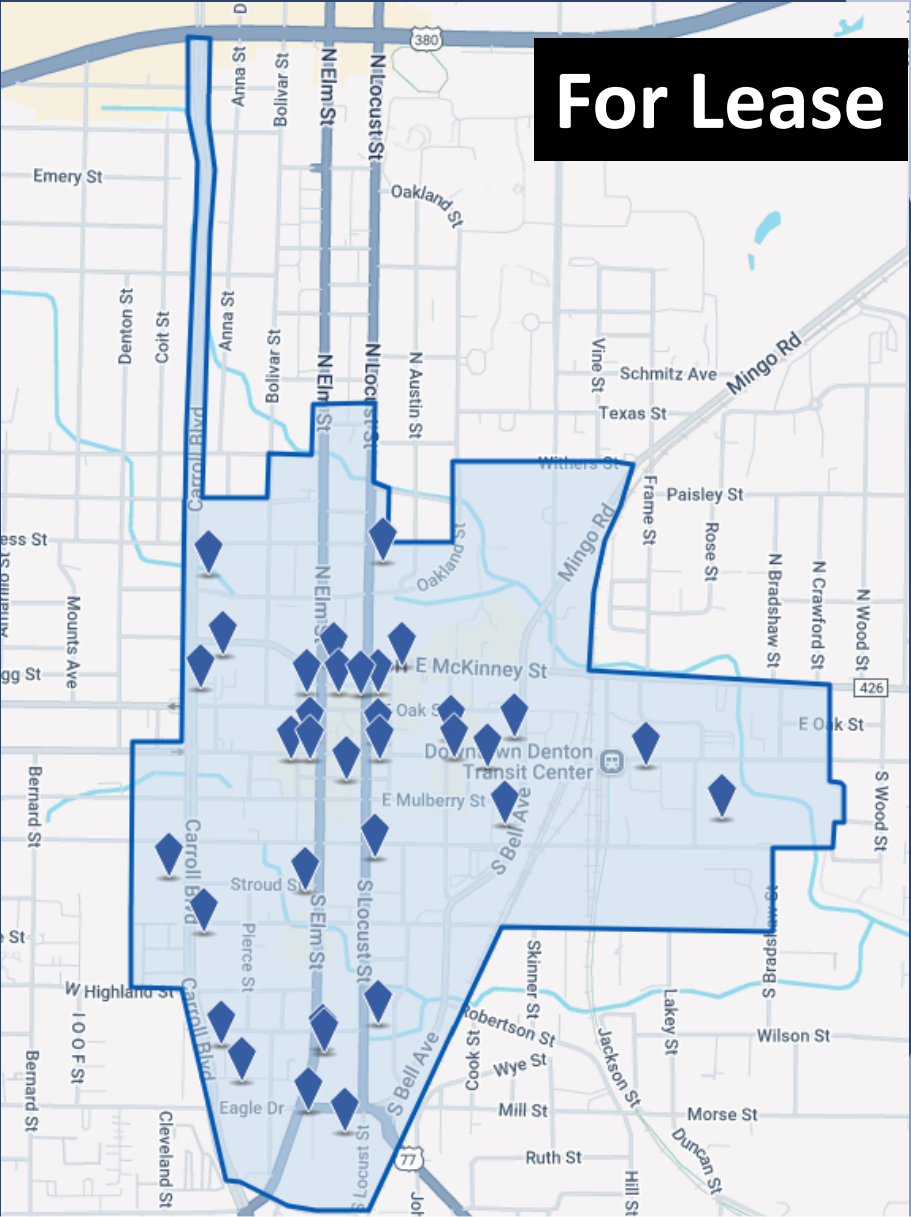


# COMMERCIAL REAL ESTATE, DOWNTOWN



Stat	
Vacancy Rate	7.5%
Net Absorption Rate	14,797

Stat	Lots	Buildings
Vacant Space	5 lots 5.17 acres	16 buildings 189k sq ft
Market Rate	Avg price/acre: \$774,662	Avg price per sq ft: \$211



Stat	Lease
Vacant Sq Ft	133,595
Market Asking Rent/SF	\$23.54

Source: CoStar



# THANK YOU

## Economic Development Partnership Board

<b>Wednesday, February 11, 2026</b>		
IC - Items for Consideration	January 14, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, March 11, 2026</b>		
IC - Items for Consideration	February 11, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, April 8, 2026</b>		
IC - Items for Consideration	March 11, 2026 Minutes	Chair
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	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>

## Economic Development Partnership Board

<b>Wednesday, July 8, 2026</b>		
IC - Items for Consideration	June 10, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, August 12, 2026</b>		
IC - Items for Consideration	July 8, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, September 9, 2026</b>		
IC - Items for Consideration	August 12, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, October 14, 2026</b>		
IC - Items for Consideration	September 9, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, November 4, 2026</b>	ONE WEEK EARLY DUE TO VETERAN'S DAY	
IC - Items for Consideration	October 4, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>
<b>Wednesday, December 9, 2026</b>		



## Economic Development Partnership Board

IC - Items for Consideration	November 4, 2026 Minutes	Chair
WS - Staff Report	Future Agenda Items	Brittany Sotelo
		<b>Total Time</b>