

Update: Stoke Denton Entrepreneur Center

Caroline Booth – Economic Development

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Objectives:

- ▶ To brief Council on the project's:
 - ▶ Background
 - ▶ Occupancy and activity
 - ▶ Fiscal information
- ▶ To make recommendations on:
 - ▶ Project metrics
 - ▶ Amendments to the management agreement with the Dallas Entrepreneur Center

Background

- ▶ Tech Denton Economic Development Initiative funded in the FY 14-15 budget
 - ▶ Major objectives:
 - ▶ Supporting entrepreneurship and innovation
 - ▶ Enabling business and job creation
 - ▶ Collaborative effort among business, technology, education, government, and nonprofit sectors

Timeline

Oct. 1, 2014:
Initiative funded in
FY 14-15 budget



Sept. 15, 2015:
Commercial lease
and grant
approved



Oct. 30, 2015:
Management
agreement
approved

June 17, 2016:
C.O. issued for
Stoke Denton
space



Aug. 1, 2016:
Stoke Denton
opens



Jan. 9, 2017:
Stoke Denton
Director begins

Activity Summary

- ▶ More than 400 attendees at events and tours
- ▶ Memberships
 - ▶ 7 offices
 - ▶ 9 dedicated desks
 - ▶ 12 coworking
- ▶ 20 mentors

Report from Trey Bowles

Co-founder & CEO of the Dallas Entrepreneur Center

Fiscal Information

- ▶ Stoke grand total budget FY 15-FY 17:
 - ▶ \$675,751 (excludes TIRZ grant)
- ▶ Stoke grand total expenditures FY 15-FY 17 (estimated):
 - ▶ \$615,128
- ▶ Revenues FY 17 (estimated):
 - ▶ \$60,132 (from The Railyard development ad valorem revenue and DEC remittance)
- ▶ TIRZ grant to Rail Yard, Ltd. FY 16-FY 17:
 - ▶ \$152,000

Recommendations

- ▶ Staff recommends establishing Stoke Denton baseline metrics for the number of:
 - ▶ events held/attendees
 - ▶ visitors
 - ▶ mentor sessions available/used
 - ▶ entrepreneurs assisted

Recommendations

- ▶ Staff recommends the following amendments to the management agreement with the Dallas Entrepreneur Center:
 - ▶ Change term wording to “*may* be renewed annually” to “*will* be renewed annually”
 - ▶ Change the expiration date from March 1, 2017, to September 30, 2017
 - ▶ Add a general 30-day prior written notice termination option and an appropriations clause
 - ▶ Specify remittance of the 10% of membership fees directly to the City of Denton

Key Points:

- ▶ Stoke Denton is an economic development project to help entrepreneurs start, build, and grow businesses and create high-quality jobs in Denton
- ▶ The DEC provides education, mentorship, and community for entrepreneurs at Stoke Denton
- ▶ Baseline metrics must be established for Stoke Denton
- ▶ Amendments to the management agreement must be made

Direction

- ▶ Seeking direction on:
 - ▶ Metrics
 - ▶ Management agreement amendments



Caroline Booth