



Economic Development Partnership Board Meeting

July 12, 2017



Prospect Activity for June 2017

- 7 new projects in June
- Total of 93 for the fiscal year

Site Visits through June 2017

- 11 site visits for this fiscal year from 9 different companies
- Only 9 for the entire 2015/2016 year
- Only 5 for the entire 2014/2015 year



Social Media

- Facebook: 685 followers
- LinkedIn: 1,198 followers
- Twitter: 1,288 followers
- DentonEDP.com: 12,523 views with 10,098 different users since start of fiscal year
 - Compared to prior year:
 - Increase of 24% hits
 - Increase of 25.6% number of users



Current Key Projects

Project Balk

- 8-10 acres or 100,000 SF warehouse facility
- Company has sites in Grand Prairie and Ardmore, OK and would consolidate both locations
- Lease expires on the Ardmore facility in 2018, so they will consider existing space or a new build



Current Key Projects

Project WareV

- Local company looking to expand and needs additional warehouse space
- 30,000-60,000 SF with 26'-28' preferred clear height
- Jobs and capital investment numbers are not yet known

Project Wolf

- A consultant out of San Antonio is searching for sites in Denton County for their manufacturing client
- Company is a Peterbilt supplier and is looking to locate within a reasonable proximity
- Minimum of 50K SF of existing space



Current Key Projects

Project Rail Load

- Company searching for an industrial site for their cold storage/distribution facility
- 83-acre, rail-served site in Denton is under final consideration
- 150 jobs
- Note: the rail spur serving Denton is currently operated by Kansas City Southern, referred to as KCS, but the company only uses BNSF and Union Pacific railroads at their other locations. The company is interested in learning how they can utilize reciprocal switching with these railroads if they move forward with the Denton site under consideration. They would also utilize up to 40 rail cars per week through Denton



Completed Marketing Trips

- Attended **Area Development Consultants Forum**

13 Site Location Consultants featured guests, key contacts include:

- Chris Schastok of CBRE Chicago who represented the latest Sally Beauty expansion in Denton last year
- Matt Powers of Jones Lang LaSalle's Little Rock, AR division who specializes in E-Commerce Distribution and also used to run Wal-Mart's distribution center site selection division for 12 years
- George Tobjy of KPMG New York who Adam has located a project with before in his previous location



Completed Marketing Trips

- Attended **Texas Economic Development Council** Mid-Year Conference (Professional Development Forum)
- Attended the Industrial Asset Management Council's Local - Dallas event where 23 local DFW site selection consultants were in attendance and are being followed up with
- Exhibited at the IFT Conference and Expo (International Food Technology and Manufacturing) with **Team Texas** where **147 contacts/leads** were cultivated and are being followed up with by a direct mail campaign, followed by emails and direct calls



Upcoming Marketing Trips

- Southern Economic Development Council, Annual Conference, July 20-22
- North Texas Commercial Association of Realtors (NTCAR) Expo, September 7
- International Economic Development Council, Annual Conference, September 17-20
- Site Selectors Guild Conference, September 25-27
- Type 1 Marketing Trip, location and date TBD



Questions or
Comments?