

City Economic Development Direct Business Leads

Lead Nbr	Assist Type	Question/Issue/Request	Action Taken
Direct Lead 1	Site Location	Looking for 30K SF w/500 parking spaces for overflow of temp. staffing due to recent severe weather.	Provided them with leasing contacts for the following properties: Wells Fargo, March Branch, Staples, Office Depot, and two additional sites from a local broker.
Direct Lead 2	Site Location	Assistance request with upcoming CIP campaign-supported new facilities and possibility of Denton trades training site	Subsequent meetings scheduled to flesh out request. Breakfast presentation on downtown facility and impending CIP campaign/funding sources.
Direct Lead 3	Site Location	Investor looking to purchase several multi-family projects in Denton. Requested: Job growth, population growth, population increase, college enrollment, why should invest in Denton and commercial brokers contact information	Provided 8/17 STAND, ran/provided Jobs EQ report, websites and narrative responding to data request
Direct Lead 4	Site Location	Request from interested party in building assisted living facility. Not target industry/jobs. Private pay facilities not full.	Researched and sent RefUSA existing adult care facilities and home care for Denton so could see volume existing. Sent Planning multifamily map/counts from Development Services that include adult and adult tax credit asst. living
Direct Lead 5	Site Location	East coast automotive company wants 300-500,000 sq/ft facility to relocate into.	Spoke to Denton's industrial space brokers, updated ATMOS and DME prospect info from 2016-2017 information, sent West Gate brochure, related zoning code specs for manuf/dist/industrial, Denton zoning map and JobsEQ wages at percentages requested.
Direct Lead 6	Site Location	New company looking for a single site in Denton. Looking at two properties in Denton. Corner of Marshall (Baker's Acres) and 2501 Worthington.	Answered their questions discussing the positives and negatives of each site. Suggested that they use PDM to help them resolve concerns about sites.
Direct Lead 7	Site Location	Looking for sites for two separate clients. One of the clients is wanting to build spec 600,000/300,000/200,000 SF industrial building.	Answered questions about properties for first client. Discussed Industrial prospects in Denton and where the best location for spec industrial building and best size - what we do not have. Provided him contact info of property owners.

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Direct Lead 8	Site Location	Looking for 200,000-300,000SF blg/60-80 acres for Mfg & Dist facility. Will be touring Denton on 01/18/18 and wanted property info that includes all utilities, general site map that include topo/zoning/photo/sale price. Also asked about demographic	Will include all info requested plus workforce data if applicable (already existing) for three sites: West Gate, West Park, and New Mar-Properties sites.
Direct Lead 9	Site Location	Food processor/distributor is looking for a new distribution center in NTX. Will have approx. 150 jobs (higher paying than processing plant) need 50-70 ac of green field. Point person working w/group. They will meet w/Caroline & Christina to review info for group.	Set mtg. Pulled data & created packet. At Conf. Call provided incentive and sales and use tax information, contacted Texas Enterprise Program Office regarding grant match. Also provided incentive and sales and use tax information during call and follow-up resource documents
Direct Lead 10	Site Location	Automotive client considering relo from west coast location. Conducting due diligence. Looking for 300-500,000 square feet, pref. single building. What are electric & gas rates	Called Atmos and DME for updated rate brochures, S-drive resources were dated. Sent WP Brochure, I35 ind. Split pdf. Dev code sub 5, and relevant JobsEQ occupational wages. Connected with property owner.
Direct Lead 11	Site Location	250-300,000 sq/ft produce washing/packing/distribution facility employing 500-600 on 22-28 acres. May own or BTS to lease, but needs to control site. NMTC?	Sent NMTC, labor in 20 and 30-mile drive times and put in touch with property owner. Subsequent conversations-- minimum wage and insufficient direct public transportation to logically employ at lower wages.
Direct Lead 12	Site Location	looking for vacant land for a California based real estate developers. Project will be 200+ unit apartment complexes	Asked a few questions to narrow the search - but he could not answer. Provided his contact to a couple of real estate agents who said they would follow up with him.
Direct Lead 13	Site Location	Wants to open second location (now in Canada). Considering DFW area. Needs office space, commercial kitchen, eventually warehouse and distribution center.	Met with him on 2/23/18. Talked about possible sites and incentives
Direct Lead 14	Site Location	Eventual expansion into office, distribution, warehouse. Currently sharing space with GSATi	Met with him on 2/23/18. Talked about incentives, location, products.

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Direct Lead 15	Site Location	Considering a relocation of 1200 employees and growing. Currently, the facility is around 501,000 square feet of space.	Meet/greet & plant tour scheduled for 03/26/18
Direct Lead 16	Site Location	Client considering a Denton site on Airport Road	Provided requested information; call with client
Direct Lead 17	Site Location	Interested in 201 Exposition (Austin Baker Building). Requested conf. call to discuss property, ideas for redevelopment, history of area, and ways to work with City to develop.	Held conf call, included Julie Glover. Discussed TIRZ, TOD, city's need for specific types of projects, then followed up by providing the following: development code, utilities to the property, and various contacts.
Direct Lead 18	Site Location	Looking for 60-80 acres for vehicle auction site that includes vehicle storage. \$6-15M cptl Investment. 20 employees. Needs access to I-35 or Hwy 380, fiber a plus. HQ in Dallas, four sites in TX.	Discussed several sites and provided owner contact information for each site in addition to general data about each site from the interactive GIS mapping.