



City of Denton

City Hall
215 E. McKinney St.
Denton, Texas 76201
www.cityofdenton.com

Meeting Agenda

Economic Development Partnership Board

Wednesday, June 12, 2024

11:00 AM

Development Service Center

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, June 12, 2024, 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. ITEMS FOR CONSIDERATION

- A. [EDP24-050](#) Consider approval of the minutes for May 8, 2024.

Attachments: [May 8, 2024 2024 EDPB Meeting Minutes - DRAFT](#)

- B. [EDP24-047](#) Consider recommending approval of an economic development agreement for a 50% property tax rebate under Chapter 380 of the Local Government Code to promote economic development, stimulate business activity and economic growth of the City of Denton between the City of Denton and Southwire Company, LLC regarding the expansion of operations, for an amount not to exceed \$1,955,100; authorizing the expenditure of funds therefor; and providing an effective date.

Attachments: [Exhibit 1 - Agenda Information Sheet](#)
[Exhibit 2 - Incentive Evaluation Matrix](#)
[Exhibit 3 - Economic Impact Summary](#)
[Exhibit 4 - Presentation](#)

2. WORK SESSION

- A. [EDP24-051](#) Receive a report, hold a discussion and give staff direction regarding a economic development site database.

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

- B. [EDP24-049](#) Staff Reports:
1. EDPB Partnership Update - Jamie Adams
 2. Main Street Program Update - Kristen Pulido
 3. Director Update - Brittany Sotelo
 4. Future Agenda Items - Christine Taylor

Attachments: [Exhibit 1 - Agenda Information Sheet](#)
[Exhibit 2 - Queue of Agenda Items](#)

3. 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 June 7, 2024, in advance of the 72-hour posting deadline, as applicable, and in accordance with Chapter 551 of the Texas Government Code.

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 48 HOURS 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.



City of Denton

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Legislation Text

File #: EDP24-050, **Version:** 1

AGENDA CAPTION

Consider approval of the minutes for May 8, 2024.

**MINUTES
CITY OF DENTON
ECONOMIC DEVELOPMENT PARTNERSHIP BOARD
May 8, 2024**

After determining that a quorum was present, the Economic Development Partnership Board convened in a Regular Meeting on Wednesday, May 8, 2024, at 11:05 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: Steven Edgar (Chair), Tony Clark (Vice-Chair), Erin Carter (ex-officio), Brian Danhof, Jeremy Fykes, Paul Meltzer, Jason Tomlinson, Clyde Rick Woolfolk

ABSENT: Kerry Goree, Sara Hensley (ex-officio), Gerard Hudspeth, Jimmy Mejia, Lee Ramsey, Aaron Roberts, and Jamie Wilson (ex-officio)

STAFF: Leia Atkinson, Megan Ball, Scott Bray, Vanessa Esparza, Cameron Robertson, Brittany Sotelo, Erica Sullivan, Christine Taylor, and Matilda Weeden

1. ITEMS FOR CONSIDERATION

A. EDP24-041 Consider approval of the April 10, 2024 Minutes.

Woolfolk made a motion to approve the minutes of April 10, 2024. Clark seconded the motion. Motion carried (7-0).

AYES (7): Clark, Edgar, Danhof, Fykes, Meltzer, Tomlinson, Woolfolk
NAYS (0): None

2. WORK SESSION

A. EDP24-039 Receive a report and hold a discussion regarding Section 2.83(c) of the City Code which governs boards, commissions, and committees specifically related to the attendance policy.

Staff presented the item and discussion followed.

B. EDP24-042 Receive a report and hold a discussion regarding Loop 288 expansion projects.

Staff presented the item and discussion followed.

C. EDP24-035 Staff Reports:

- 1. EDPB Partnership Update - Jamie Adams**
- 2. Ambassador Program Update - Megan Ball**

- 3. Affordable Housing Toolkit - Leia Atkinson**
- 4. Downtown Reinvestment Grant Update - Kristen Pulido**
- 5. Director Update - Brittany Sotelo**
- 6. Future Agenda Items - Christine Taylor**

Staff presented each item and discussion followed. Staff Report 4. Downtown Reinvestment Grant Update was not presented.

3. CONCLUDING ITEMS

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

Steven Edgar, Chair
Economic Development Partnership Board

Vanessa Esparza
Administrative Assistant

Minutes Approved On: _____



City of Denton

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Legislation Text

File #: EDP24-047, **Version:** 1

AGENDA CAPTION

Consider recommending approval of an economic development agreement for a 50% property tax rebate under Chapter 380 of the Local Government Code to promote economic development, stimulate business activity and economic growth of the City of Denton between the City of Denton and Southwire Company, LLC regarding the expansion of operations, for an amount not to exceed \$1,955,100; authorizing the expenditure of funds therefor; and providing an effective date.



AGENDA INFORMATION SHEET

DEPARTMENT: Economic Development

ACM: Christine Taylor, Assistant City Manager

DATE: June 12, 2024

SUBJECT

Consider recommending approval of an economic development agreement for a 50% property tax rebate under Chapter 380 of the Local Government Code to promote economic development, stimulate business activity and economic growth of the City of Denton between the City of Denton and Southwire Company, LLC regarding the expansion of operations, for an amount not to exceed \$1,955,100; authorizing the expenditure of funds therefor; and providing an effective date.

BACKGROUND

Southwire Company, LLC is North America's leading manufacturer of wire and cable used in the distribution and transmission of electricity. The Company, headquartered in Carrollton, Georgia, is a family owned and founded in 1950. Nearly 1 in 2 homes made in the United States are produced with Southwire cables. The Company acquired United Copper Industries in 2016 and significantly increased the manufacturing capabilities and geographical footprint in the region. Today, Southwire's reputation for quality and service continues to grow, with more than 7,000 employees throughout the world.

Project

Southwire currently maintains a dedicated manufacturing campus located at 2727 Geesling Road in Denton, which primarily produces copper wire manufactured products. The Denton plant has been identified as a potential location for expansion, but the facility is in competition for capital with locations in several other states. The proposed project would modernize and expand Southwire's existing Denton operations by increasing the location's current manufacturing capacity to support future growth goals. Southwire seeks to install new equipment and infrastructure to support additional production lines that would ultimately increase copper wire production capacity by over 50 million pounds. In addition, Southwire would seek to install new equipment and infrastructure to support additional production lines in order to manufacture products such as aluminum wire, large copper building wire, and aluminum photovoltaic (PV) products. This expansion would require an addition of 100,000 square footage to the existing facility. The Company is leveraging \$85.4 million dollars over the next three years and anticipates an increase in valuation of over \$69 million in expansion and modernization efforts. A total of 95-net new jobs will be added at the campus in Denton.

STRATEGIC AND POLICY ALIGNMENT

City of Denton Strategic Plan

- Key Focus Area #3: Foster Economic Opportunity and Affordability

Economic Development Strategic Plan

- Goal 1: Accelerate Recovery
 - Business Retention and Workforce Development

- Retain existing businesses
- Goal 2: Foster Growth
 - Highway Access
 - Energy Efficiency and Conservation
 - Green Building Standards

Policy Considerations

The project addressed five of the priority considerations and four of the Public Benefit Factors detailed in the Incentive Evaluation Matrix (Exhibit 2). Highlights of the considerations and public benefits include:

- Engages in sustainable practices: Project has adopted sustainable or green business practices (e.g. LEED certification, renewable energy commitment or use, energy efficient construction);
- Creates knowledge-based jobs, as documented by the applicant (An average wage that is above the average wage in Denton County or at least 25 percent of jobs requiring a college bachelor's degree);
- Expands the tax base through property, sales, Hotel Occupancy Tax (HOT), or other taxes to the City, County, DISD, and DCTA through the development of property, facility or by making improvements to an existing property or facility, through the development of a new business or expansion of an existing business, through the development of a new multi-tenant complex where businesses can locate, or through the addition or increase in jobs available in the City; and
- Community Investment: company, or developer demonstrates a commitment to community support or involvement through monetary or in-kind support of local nonprofits, public institutions, or community organizations.

Project Benefits

Staff conducted analysis on the information provided by the company to ensure stated policy criteria were met and determine both qualitative and quantitative public benefits. Staff also used an economic impact analysis model to quantify the economic impact and rate of return. Total Impact, by Austin-based Impact DataSource, is a customized economic development modeling tool that performs economic and fiscal impact analysis and incentive analysis. The economic impact is based on a Regional Input-Output Modeling System (RIMS II) created by the U.S. Department of Commerce, Bureau of Economic Analysis, which is widely used to estimate the direct and secondary impacts of an event on the regional economy using input and output methods.

Quantitative Benefits and Economic Impact for the Community

- Capital Investment: 69.7 million
- Total Jobs: 159
 - Direct Jobs: 95
 - Spin Off: 64
- 10-year net benefits estimated at \$1,704,953
- Rate of Return: 22.9%
- Payback period: 2.9 years

Qualitative Benefits and Community Impact

- Quality jobs created
- Pipeline for university training programs and reduction of brain drain
- Expanding and diversifying the tax base
- Business retention and expansion
- Engaging in sustainable practices and activities
- Educational partnerships: Independent School District (DISD) and the North Central Texas College (NCTC)

STAFF RECOMMENDATION

Staff recommends approval of a 10-year, performance-based Chapter 380 50% rebate incentive, total not to exceed \$1,955,100.

Next Steps

The next steps include:

- Drafting of Agreement
- City Council individual consideration: July/August 2024

EXHIBITS

Exhibit 1 – Agenda Information Sheet

Exhibit 2 – Incentive Evaluation Matrix

Exhibit 3 – Economic Impact Summary

Exhibit 4 – Presentation

Respectfully submitted:
Brittany Sotelo
Economic Development Director

Prepared By:
Erica Sullivan
Economic Development Program Administrator

Evaluation Matrix

(145 points) + (30 "Other" bonus points) = 175 total points

SGA TARGETS	Targets (20 Points)	
	Connective	
	Creative	
	Sustainable	
	Competitive	
	Other Target Areas (Max 10 points)	
	SGA Targets Subtotal: Helps to diversify the tax base	<u>3</u>
PRIORITY CONSIDERATIONS	Considerations (100 Points)	
	Generates New Utility Customers (Max Points 10) Project is a customer of City utilities, including water, wastewater, and electric. Higher points awarded for larger customers	8
	Encourages New Business Markets/Suppliers And Entrepreneurship (Max Points 10) Project is from an industry not significantly represented in local economy or company is a new business startup or entrepreneurial endeavor	6
	Engages in Sustainable Practices (Max Points 10) Project has adopted sustainable or green business practices (e.g. LEED certification, renewable energy commitment or use, energy efficient construction)	8
	Increases High Wage Jobs (Max Points 10) Project includes new jobs with an average or has a significant percentage of jobs that earn an annual base salary of \$65,000 or more	7
	Encourage Knowledge Base Jobs (Max Points 10) Project includes new jobs or has a significant percentage of jobs that require specialized and theoretical knowledge, usually acquired through experience or a college education, or other training which provides comparable knowledge; requires some research, analysis, or requires special licensing, certification	7
	Pays a living wage for all new employees (Max 10 points) From the most current MIT Living Wage Calculator for Denton County	8
	Spur Infill Development Or Redevelopment (Max Points 10) Project is to develop/redevelop a property or facility in a manner that reduces urban sprawl and or increases density in a desirable area; project includes use of existing facility that has been vacant for at least 2 years	2
	Headquarters (Max Points 10) The project is an international or national headquarters facility	0
	Child Care Assistance (Max Points 10)	0
	Other Considerations (Max 10 points): Moderization of equipment and additional 96 jobs	<u>4</u>
	Priority Considerations Subtotal	<u>50</u>
	PUBLIC BENEFIT FACTORS	Public Benefit Factors (55 Points)
Expand The Tax Base (Max Points 10) Project provides new property, sales, HOT, or other taxes to the City, County, DISD, and DCTA through the development of property or facility or by making improvements to an existing property or facility, a new business or expansion, a new multi-tenant complex, or increase in jobs		9
Fiscal and Economic Impacts (Max Points 15) Project cost-benefit analysis to include net new, indirect and induced jobs; wages; contributions through property, sales, HOT and other taxes; and rate of return		14
Community Investment (Max Points 5) Project, company, or developer demonstrates a commitment to community support or involvement through monetary or in-kind support of local nonprofits, public institutions, or community organizations		4
Public-Private Partnership (Max Points 10) Project includes development of public infrastructure or amenities deemed beneficial, or developer assumes responsibility for development of infrastructure or public facilities beyond what is required. Project will involve a significant relationship with DISD or institution of higher education		7
Use of Local Contractors/Construction Vendors (Max Points 5) Project agrees to use vendors that have their principal place of business within the Denton City Limits		5
Other Factors (Max 10 points): Business Expansion and Retention Project		<u>6</u>
Public Benefit Subtotal		<u>45</u>

TOTAL BY CATEGORY	Total by Category	
	Total	98
	Poor (0-44 points)	
	Acceptable (45-84 points)	
	Excellent (85-175 points)	X



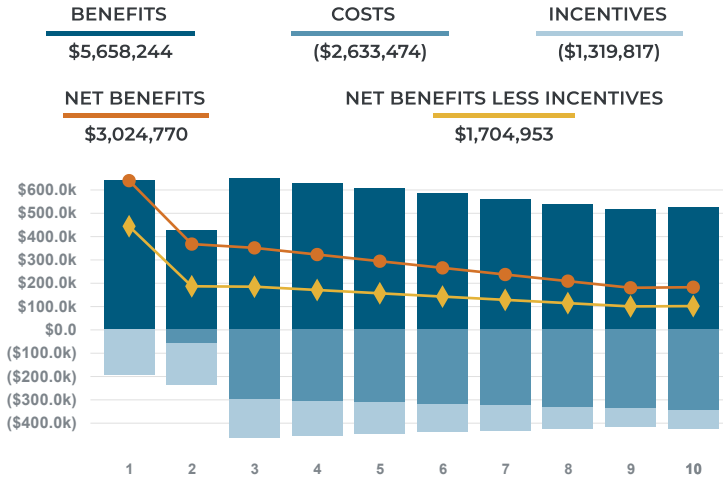
IMPACT REPORT - EXPANSION ONLY

PROJECT ORANGE

Scenario 1

- Business Retention & Expansion
- Advanced Manufacturing

City of Denton



NET BENEFITS LESS INCENTIVES **\$1,704,953**
Present Value \$1,397,683

NET BENEFITS **\$3,024,770**
Present Value \$2,459,073

BENEFITS

Sales Taxes	\$327,103
Real Property Taxes	\$920,897
FF&E Property Taxes	\$1,718,737
Inventory Property Taxes	\$0
New Residential Property Taxes	\$27,951
Hotel Occupancy Taxes	\$0
Building Permits and Fees	\$0
Utility Revenue	\$2,398,741
Utility Franchise Fees	\$15,539
Miscellaneous Taxes and User Fees	\$249,275
Benefits Subtotal	\$5,658,244

COSTS

Cost of Government Services	(\$285,115)
Cost of Utility Services	(\$2,348,358)
Costs Subtotal	(\$2,633,474)

INCENTIVES

Property Tax Abatement	(\$1,319,817)
Incentives Subtotal	(\$1,319,817)

JOBS

158.8 Total
95.0 Direct
63.8 Spin-off

95.0 New Jobs @ \$62,730

*This summary does not include the impact from the company's current activity including:
324.0 Retained Jobs @ \$64,155*

SALARIES

\$60,805 Avg
\$62,730 Direct
\$57,938 Spin-off

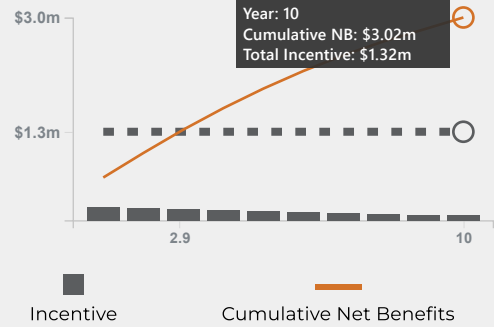
CAPITAL INVEST.

\$69.7M
Buildings + FF&E

INCENTIVE ANALYSIS

\$1,319,817 Total Incentive
\$13,893 Per Job

22.9% Rate of Return
2.9 Yrs Payback Period



NET BENEFITS LESS INCENTIVES OVER 10 YEARS

CITY	\$1,704,953
COUNTY	\$1,035,527
SCHOOL DISTRICT	\$2,275,964
TRANSIT DISTRICT	\$115,146



June 12 , 2024

Southwire Company, LLC

ECONOMIC DEVELOPMENT INCENTIVE APPLICATION

**Economic Development Partnership Board Meeting
Brittany Sotelo, Director of Economic Development
Erica Sullivan, Program Administrator**



OBJECTIVE

Present an incentive application for Southwire Company, LLC and consider a possible incentive.

COMPANY BACKGROUND

- North America's leading manufacturer of wire and cable used in the distribution and transmission of electricity.
- Headquartered in Georgia and founded in 1950.
- Existing Denton Company. Acquired United Copper Industries in 2016 and significantly increased its manufacturing capabilities and geographical footprint in the region. Company has 60+ global facilities.
- Provide half of the cable that is utilized to transmit and distribute electricity throughout the United States (U.S.).
- Today, their reputation for quality and service continues to grow, with more than 7,000 employees globally and 324 employees in Denton.

LOCATION: 2727 Geesling Rd.



EDP24-047; 06/12/2024

INCENTIVE REQUEST

- Southwire Company, LLC is examining multiple expansion opportunities in the U.S.
- The Denton facility has been identified as a potential location for a 100,000 square foot expansion.
- The request is to modernize their existing facility and install manufacturing equipment to increase copper wire production by 50+ million pounds.

INCENTIVE APPLICATION

TOTAL CAPITAL
INVESTMENT

\$69.7

Million

IMPROVEMENTS

\$15

Million

BUS. PERSONAL
PROPERTY

\$54.7

Million

NEW JOBS*

95

*Weighted average wage of \$61,552 for all positions.

JOB/WAGE INFORMATION

New Jobs Created Type/Description	Year 1	Year 2	Year 3	Total No.	Annual Salary	Hourly Wage
General office clerk			1	1	\$41,600	\$20.00
Material Handlers			8	8	\$50,232	\$24.15
Direct Labor			52	52	\$54,600	\$26.25
Electronic Technician II		4	4	8	\$66,123	\$31.79
Lead Operators		2	2	4	\$68,578	\$32.97
Specialist, Health & Safety			1	1	\$73,486	\$35.33
Maintenance Technician II		5	5	10	\$74,755	\$35.94
Production Supervisor		4		4	\$79,144	\$38.05
W&C Production Planner			1	1	\$79,248	\$38.10
Mechanical Engineer I		1		1	\$87,300	\$41.97
Maintenance Supervisor		2	2	4	\$88,400	\$42.50
Engineer, Electrical II		1		1	\$103,688	\$49.85
Totals	0	19	76	95		

- Weighted average of the 95 new jobs is \$61,552(annually)/ \$29.59 an hour for all positions
- 34% of the jobs are above the County's average wage of \$57,800 (annually)/ \$27.79 an hour
- 16% of the jobs are above the City's goal of increasing jobs that pay over \$75K

IMPACT REPORT

City of Denton

BENEFITS

\$5,658,244

COSTS

(\$2,633,474)

INCENTIVES

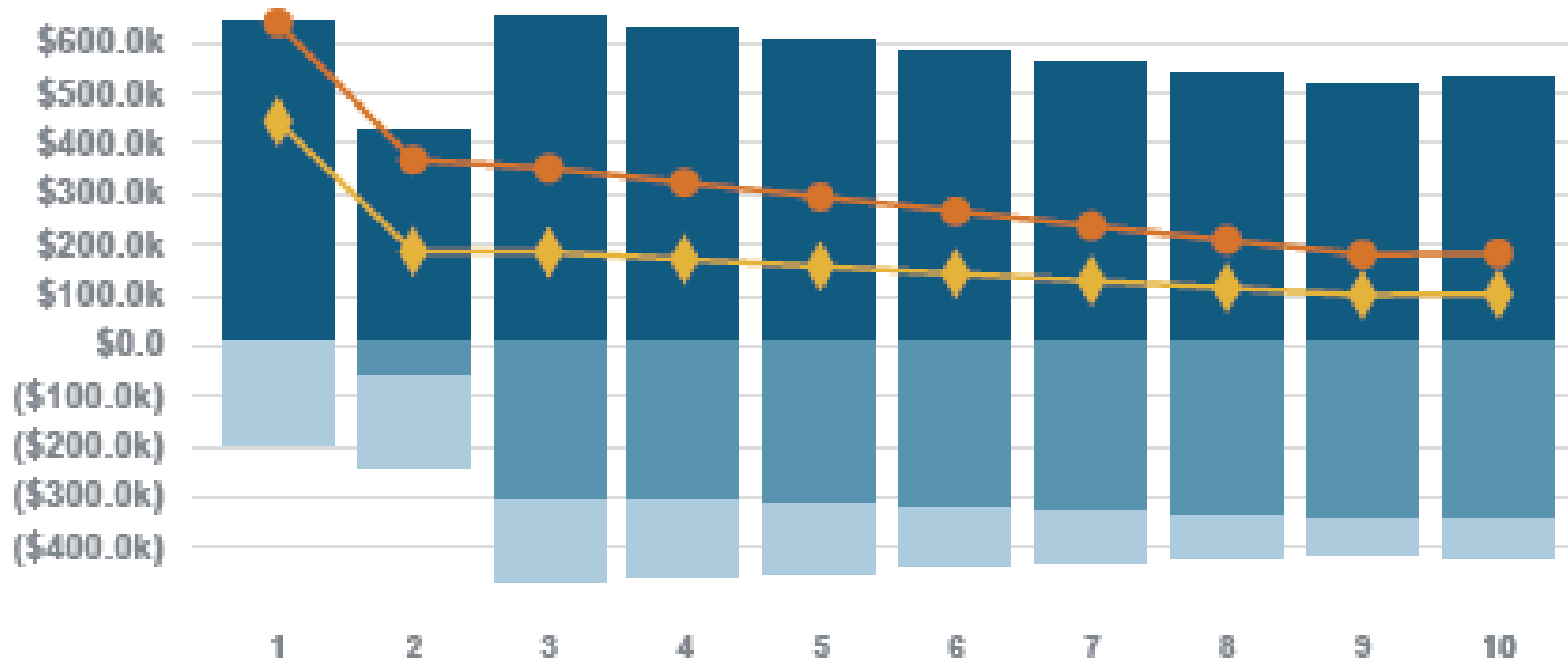
(\$1,319,817)

NET BENEFITS

\$3,024,770

NET BENEFITS LESS INCENTIVES

\$1,704,953



NET BENEFITS LESS INCENTIVES OVER 10 YEARS

CITY \$1,704,953

COUNTY \$1,035,527

SCHOOL DISTRICT \$2,275,964

TRANSIT DISTRICT \$115,146

JOBS



158.8 Total

95.0 Direct
63.8 Spin-off

SALARIES



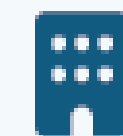
\$60,805 Avg

\$62,730 Direct
\$57,938 Spin-off

95.0 New Jobs @ \$62,730

This summary does not include the impact from the company's current activity including:
324.0 Retained Jobs @ \$64,155

CAPITAL INVEST.



\$69.7M

Buildings + FF&E

EDP24-047; 06/12/2024

22.9%

Rate of Return

2.9 Yrs

Payback Period

INCENTIVE & PROJECT REVENUE GENERATION

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total Incentive
Proposed Incentive											
50% ad valorem rebate on Improvements and BPP for 10 years	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$1,955,098
Cumulative Incentive/Total	\$195,510	\$391,020	\$586,529	\$782,039	\$977,549	\$1,173,059	\$1,368,569	\$1,564,079	\$1,759,588	\$1,955,098	\$1,955,098
City Revenue											
50% on Improvements and BPP for 10 years	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$195,510	\$1,955,098
Cumulative City Revenue/Total	\$195,510	\$391,020	\$586,529	\$782,039	\$977,549	\$1,173,059	\$1,368,569	\$1,564,079	\$1,759,588	\$1,955,098	\$1,955,098

Project	Current Valuation	Estimated Increase in Valuation	Current City Revenue	Estimated Increase in City Revenue	Total City Revenue
Land	\$7,616,204	\$0	\$42,703	\$0	\$42,703
Improvements	\$11,383,796	\$15,000,000	\$63,827	\$84,102	\$147,929
BPP	\$79,606,206	\$54,740,000	\$446,338	\$306,917	\$753,255
Total Valuation	\$98,606,206	\$69,740,000	\$552,867	\$391,020	\$943,887

POLICY & PLAN ALIGNMENT

City of Denton Strategic Plan

- Key Focus Area #3: Foster Economic Opportunity and Affordability

Economic Development Strategic Plan

- Goal 1: Accelerate Recovery
 - Business Retention and Workforce Development
 - Retain existing businesses
- Goal 2: Foster Growth
 - Highway Access
 - Energy Efficiency and Conservation
 - Green Building Standards

Incentive Matrix Point Summary

- SGA Target: 3 points (Diversification)
 - Priority Considerations: 50 points
 - Public Benefit Factors: 45 points
- Total Points: 98 Excellent (85-175 points)**

ROI and Benefits

QUALITY JOBS CREATED

New jobs to support the local economy.

BUSINESS RETENTION

- Retaining 324 jobs
- Denton Labor Force: 87,847
- 2023 Census Estimate: 158,349

WORKFORCE

- Company leads a '12 for Life' initiative that supports at-risk students by offering opportunities for apprenticeship while earning their high school diploma.

SUSTAINABILITY

- Southwire recently launched a target of carbon net zero scope 1 & emissions by 2025.
- Score of 72 in its Environmental, Social and Governance (ESG) evaluation.

CHARITABLE COMPANY

- The company manages a POWER Fund which provides short-term emergency assistance to U.S. employees faced with hardship. In 2021, company awarded 985 grants and donated \$1.3 million.

EDUCATIONAL PARTNERSHIPS

- DISD back-to-school events and NCTC Pathway to Success Program

INCENTIVE RECOMMENDATION

- Chapter 380 Grant: performance-based ad valorem tax rebate at 50% for 10 years for the business expansion
 - Agreement to include a valuation threshold, job retention threshold and cap on funding amount.
- An incentive would make the company eligible for Nomination to the state Texas Enterprise Zone Program (separate approval and compliance process).

STAFF RECOMENDATION

- Provide a 10-year, performance-based Chapter 380 50% rebate incentive, total not to exceed \$1,955,100

Next Steps

- Consideration by City Council: July/August 2024

QUESTIONS?



City of Denton

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Legislation Text

File #: EDP24-051, **Version:** 1

AGENDA CAPTION

Receive a report, hold a discussion and give staff direction regarding a economic development site database.



AGENDA INFORMATION SHEET

DEPARTMENT: Economic Development

CM/DCM/ACM: Christine Taylor

DATE: June 6, 2024

SUBJECT

Receive a report, hold a discussion, and give staff direction regarding an economic development site database.

STRATEGIC ALIGNMENT

This action supports Key Focus Area: Foster Economic Opportunity and Affordability.

BACKGROUND

City staff have been working on a site database for use by the public to view available sites for future businesses in the City and also for staff to use in response to inquiries from business prospects. Items staff was looking to incorporate into the site database include:

- Property details including size, condition, and current uses.
- Proximity to major infrastructure including airports and railways.
- Development information pertinent to the site including zoning and land use, utilities, etc.
- Pricing information when available.
- Economic factors and demographic data for the City.
- A unique brochure for each site.
- Next steps for businesses interested in more information including incentives and support.

Staff will be presenting the latest version of the site database and seeking input from the Economic Development Partnership Board.

EXHIBITS

Exhibit 1 - Agenda Information Sheet

Exhibit 2 - Presentation

Respectfully submitted:
Charlie Rosendahl
Business Services Manager



Economic Development Site Database

Charlie Rosendahl

Business Services Manager

June 6, 2024


Site Database

- Designed to provide a digital platform for commercial and industrial property in Denton.
- Used by organizations, businesses, site selectors, investors, and City staff.
- Economic Development tool to promote business expansion, relocation and new investment.
- Including the following information:
 - Property details including size, condition, and current uses.
 - Proximity to major infrastructure.
 - Owner and contact information.
 - Demographics and economic data.
 - Development information including zoning and land use, utilities, etc.
 - Unique brochures for each property and next steps including incentives and support.




Site Database Demonstration


Economic Development Site Selector Database




Budweiser Dist Facility - Denton
 Listing Type: For Sale
 Listing Price: \$10,500,000
 Estimated Availability:
 Address: 2607 N Interstate 35
 Type of Listing: Industrial
 Acreage: 0 ac
 Building Size: 0



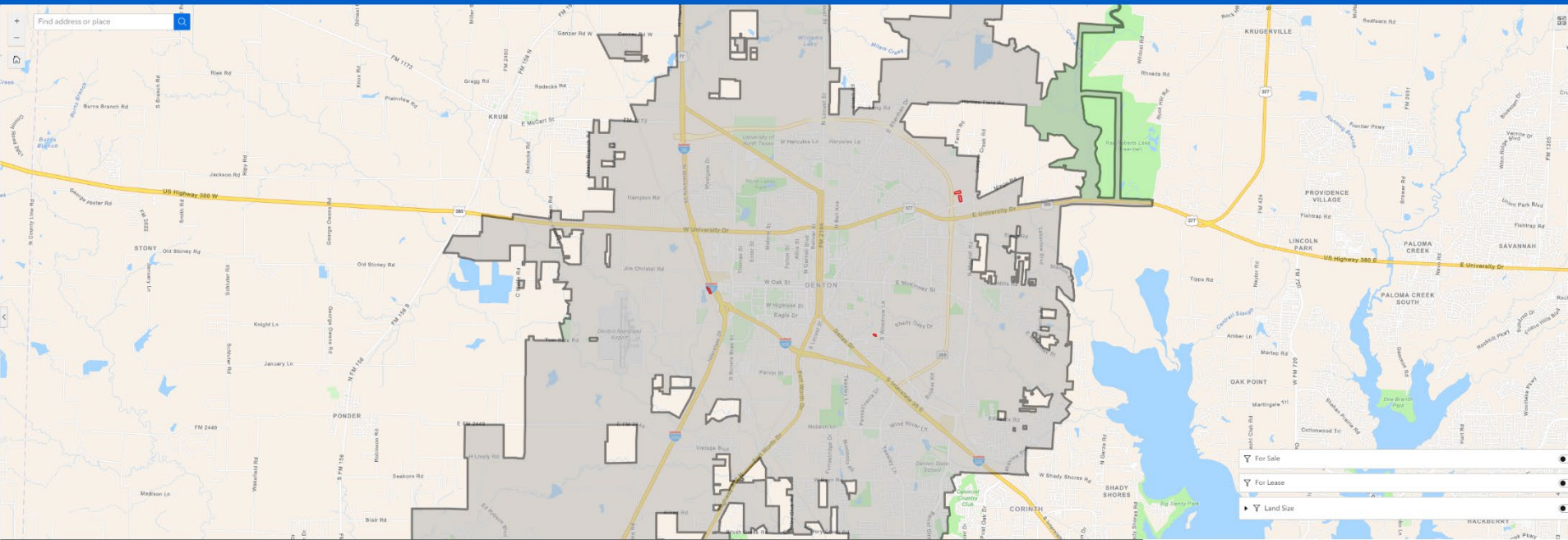
Express Business Park
 Listing Type: For Sale
 Listing Price: \$11,000,000
 Estimated Availability:
 Address:
 Type of Listing:
 Acreage: 0 ac
 Building Size: 0



288/380 Logistics Park -
 Listing Type: For Lease
 Listing Price: \$
 Estimated Availability:
 Address: 3431 Mingo Rd
 Type of Listing: Industrial
 Acreage: 0 ac
 Building Size: 167,876



288/380 Logistics Park -
 Listing Type: For Lease
 Listing Price: \$
 Estimated Availability:
 Address: 3411 Mingo Rd
 Type of Listing: Industrial
 Acreage: 0 ac
 Building Size: 167,874



Political
 Planning
 Transportation
 Utility Providers
 ESA
 FEMA
 Demographics

Navigation
 Aerial Neormap
 Imagery with Labels
 Dark Gray Canvas
 OpenStreetMap

For Sale

For Lease

Land Size

Want to know what's being built around Denton? [Click here](#)

For questions about this database please contact the Economic Development Director at brnany.scott@cityofdenton.com



EDP24-051; June 12, 2024



City of Denton

City Hall
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Denton, Texas 76201
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Legislation Text

File #: EDP24-049, **Version:** 1

AGENDA CAPTION

Staff Reports:

1. EDPB Partnership Update - Jamie Adams
2. Main Street Program Update - Kristen Pulido
3. Director Update - Brittany Sotelo
4. Future Agenda Items - Christine Taylor



AGENDA INFORMATION SHEET

DEPARTMENT: Economic Development

ACM: Christine Taylor, Assistant City Manager

DATE: June 12, 2024

SUBJECT

Staff Reports:

1. EDPB Partnership Update – Jamie Adams
2. Main Street Program Update – Kristen Pulido
3. Director’s Report – Brittany Sotelo
4. Future Agenda Items – Christine Taylor

BACKGROUND

EDPB Partnership Update:

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. Additionally, recently held a quarterly investor forum on the future of aviation in Denton with over 125 participants. Along with a HR roundtable discussion on mental health held in collaboration with North Texas SHRM.

Main Street Program Update:

Denton Main Street Association kicked off their 31st year for Twilight Tunes on May 2. Twilight Tunes is a free concert series that takes place in the Historic Downtown Square on the Denton County Courthouse lawn every Thursday throughout May and June, ending with Make Music Day on Friday, June 21. Twilight Tunes features local musicians and helps promote local businesses and non-profits. The May Downtown Beautiful Business Award winner was True Leaf for their continuous beautification efforts. On May 24, Main Street and the City, along with several partner organizations hosted the Imagine the Possibilities tour which hosted developers, investors and entrepreneurs to view development opportunities in Downtown Denton. There have been three new businesses open, Old Bear Vintage (second location), Pepe La Barbershop, and Black Locust Studio. Three businesses have closed, La Mexicana, El Chaparral, and The Never Sleep.

Director’s Report:

A brief update on department projects and progress from Director Brittany Sotelo

Future Agenda Items:

An overview of current items in the Agenda Queue and discussion of possible future agenda items.

EXHIBITS

Exhibit 1 – Agenda Information Sheet
Exhibit 2 – Queue of Future Agenda Items

Respectfully submitted:
Matilda Weeden
Economic Development Specialist

Economic Development Partnership Board

Meeting Dates	Item	Presented By	Time
Wednesday, June 12, 2024			
Item for Consideration	Project Orange Incentive	Brittany Sotelo/ Erica Sullivan	15
Work Session	Site Database Update	Charlie Rosendahl	10
Staff Report	Economic Development Partnership Update	Jamie Adams	10
Staff Report	Main Street Program Update	Kristen Pulido	10
Staff Report	Future Agenda Items	Christine Taylor	5
			50
Wednesday, July 10, 2024			
Work Session	Rayzor Ranch Public Improvement District	Christine Taylor/Brittany Sotelo	15
Work Session	Downtown Master Plan	Cameron Robertson	15
Staff Report	Downtown Economic Development Committee Update	Jeremy Fykes	10
Staff Report	Economic Development Partnership Update	Jamie Adams	5
Staff Report	Director Update	Brittany Sotelo	5
Staff Report	Main Street Program Update	Kristen Pulido	5
Staff Report	Future Agenda Items	Christine Taylor	5
			60
Wednesday, August 14, 2024			
Work Session	Stoke Report	Heather Gregory	10
Work Session	DME Update	Jerry Fielder	20
Work Session	Sustainability Update	Katherine Barnett	15
Staff Report	Economic Development Partnership Update	Jamie Adams	10
Staff Report	Director Update	Brittany Sotelo	10
Staff Report	Main Street Program Update	Kristen Pulido	10
Staff Report	Future Agenda Items	Christine Taylor	5
			80
Wednesday, September 11, 2024			
Work Session	Budget Update	Christine Taylor	15
Item for Consideration	Chamber of Commerce Agreement	Christine Taylor / Erin Carter	15
Item for Consideration	Stoke Agreement	Brittany Sotelo/ Heather Gregory	15
Staff Report	Economic Development Partnership Update	Jamie Adams	5
Staff Report	Director Update	Brittany Sotelo	5
Staff Report	Main Street Program Update	Kristen Pulido	5
Staff Report	Future Agenda Items	Christine Taylor	5
			65

Economic Development Partnership Board

Wednesday, October 9, 2024			
Staff Report	Downtown Economic Development Committee Update	Jeremy Fykes	10
Staff Report	Economic Development Partnership Update	Jamie Adams	10
Staff Report	Director Update	Brittany Sotelo	10
Staff Report	Main Street Program Update	Kristen Pulido	10
Staff Report	Future Agenda Items	Christine Taylor	5
			45
Wednesday, November 13, 2024			
Staff Report	Economic Development Partnership Update	Jamie Adams	10
Staff Report	Director Update	Brittany Sotelo	10
Staff Report	Main Street Program Update	Kristen Pulido	10
Staff Report	Future Agenda Items	Christine Taylor	5
			35
Wednesday, December 11, 2024			