



ECONOMIC DEVELOPMENT 2015 ANNUAL REPORT AND QUARTERLY REPORT

MARCH 15, 2016

JESSICA JAMES, DIRECTOR

ECONOMIC DEVELOPMENT

We are building a vibrant, inclusive community, driven by a commitment to democratic principles and service above self



Staffing/Personnel

ED Coordinator
Cynthia Williams

- 48 Applicants
- 5 Finalists Interviewed



Major Employers

<u>Employer</u>	<u>Product</u>	<u># of Employees</u>
Duncanville ISD	Public School	1783
Masco	Cabinets	700
City of Duncanville	City Services	335
Pappadeaux	Restaurant	211
Pioneer Frozen Foods	Food Manufacturing	183
Costco	Warehouse Club	180
DeFord's	Door Mill	160
La Mexicana Tortilla Factory	Restaurant / Food Manf.	120
WinCo	Retail Store	120
W & B Service Company	Refrig Trk/Trl Sales Repair	115
Personalized Communications	Message Center	90
Freedom Dodge, Chrysler, Jeep	Car Dealership	72
Hilton Garden Inn	Hotel	72
84 Lumber Company	Building Materials Supplier	55
LA Fitness	Fitness Center	40
Apple Corrugated Packaging	Box Manufacturing	32
Precise Connections	Circuit Boards	25
Universal Enclosures	Electric Raceway/Pullboxes	25





Work Plan Items

- **Objective 1.10:** Comprehensive Plan
- **Status:** Vice-President Barry Gordon represented the DCEDC Board on the Comprehensive Plan Steering Committee and Board Member Derwin Broughton served as the alternate.
- **Objective 3.1:** Re-design and update all economic development marketing materials
- **Status:** The ED pitch deck is complete and marketing materials will be completed in April.
- **Objective 4.21:** Develop a destination in Duncanville using cutting-edge technology, including an iDome, that will attract tourism to the city
- **Status:** Staff continues to work with EON on a possible “Virtual Reality Entertainment Center”.



Work Plan Items Cont.

- **Objective 4.2:** Update economic development incentive programs
- **Status:** The update was completed and approved by City Council on February 2, 2016.

- **Objective 4.28:** Create an economic development marketing plan
- **Status:** Plan will be completed in April.

- **Objective 4.29:** Develop a business retention program
- **Status:** A BREP was created and approved by the City Council on February 2, 2016.

Business, Developer, and Property Owner Engagement

- Existing Businesses

2015: 25

2016: 11

- Developers and New Business Prospects

2015: 26

2016: 10

- Property Owners

2015: 4

2016: 5





2015 Economic Development Highlights

- Total DCEDC Dollars Approved for Economic Development Projects: **\$244,535**
 - DCEDC Incentive Projects: **\$236,000**
 - Design Incentive Grants: **\$8,535**
 - Paint Grant: Hall's Honey Fried Chicken
 - Signage Grant: Melcor, Inc.
- Total Project Dollars Invested into the Community with DCEDC Participation: **\$2,065,000**
 - New Construction Projects: **\$2,000,000**
 - Remodel Costs: **\$65,000**

2015 Economic Development Highlights Cont.

- Total DCEDC Dollars Approved for Community Development Projects: \$1,316,663
- Jobs Created or Retained by Projects with DCEDC Participation: 49



2015 Community Development Project Highlights

- **Beautification Efforts Total: \$137,235**
 - Landscaping maintenance at Fieldhouse
 - IH-20 Corridor and Hwy 67 grounds maintenance
 - Landscape color change for City properties and parks
- **Keep Duncanville Beautiful Efforts: \$9,474**
- **Library Expenditures: \$32,770**
 - Books
 - Software Package



2015 Community Enhancement Recap

- Total Number of Visits - Library 160,656
- Materials Checked Out 107,831
- Total Number of Computer Uses 13,749
- Total Number of Visits - Recreation Center 55,725



2015 Economic Development Highlights

- March - New Board Appointed
- April - Board Elected Mark Cooks as President and Barry Gordon as Vice President
- June - Board Held Annual Meeting of the DCEDC
- July - New ED Director was Hired
- July - Board Attended their first TEDC Economic Development Sales Tax Workshop



2015 Economic Development Highlights Cont.

- August - Board held its first Strategic Planning Session for DCEDC. EDT Best Practices led the Board Members in a SWOT exercise that helped the Board create their 2015-2016 Goals and Objectives, which was used to create the DCEDC Community Enhancement Program.
- August - Board Appointed Vice President Barry Gordon as the DCEDC's Comprehensive Plan Steering Committee representative and Board Member Derwin Broughton as the alternate.



2015 Type B Project Incentives Update

- **Fieldhouse:**

- 2015 Debt service payments: \$630,284.00
- 2015 Agent fees paid: \$806.00

- **Costco:**

- 2015 Incentive payments: \$182,969.10
- Total-to-date incentive paid: \$1,282,182.23
- Incentive expires December of 2016



2015 Type B Project Incentives Update

- Hilton Garden Inn:
 - 2015 Incentive Payment: \$54,342.00
 - Total-to-date incentive paid: \$613,502.68
 - Incentive expired December 2015
- Options Holdings, 212 N. Main St.:
 - Building completed by December 31, 2015
 - ED Staff working with NCTCOG on completing final project report.



2015 Type B Project Incentives Update

- MD Multi-Services, LLC:
 - No Incentive Payments were made in 2015
 - Phase 2's Incentive of \$28,250 is still available
- W&B Service Company:
 - 2015 Incentive Payment: \$43,499.86
 - Total-to-date incentive paid: \$80,537.37
 - Incentive will expire in 2018



2015 Type B Project Incentives Update

- City of Duncanville (EON Reality Building):
 - 2015 Incentive Payment: \$161,000
 - 2015 Incentive Completed
- RPG Capital, LLC
 - Board and City Council approved \$75,000 incentive
 - No incentive paid out to date



2016 Economic Development Highlights

- DCEDC and City Council approved incentive for Hampton Inn & Suites
- Updated City Incentive & Tax Abatement Policy
- Participated in the presentation to US Congresswoman Eddie Bernice Johnson on Duncanville's Transportation Projects
- ED Staff Attended a TEDC Winter Workshop and Training
- Participating in the interview selection process of the firm for the Comprehensive Plan
- Participating in the Best Southwest Economic Development Committee



2016 Development Highlights

• Total Square Footage	64,057
• Certificates of Occupancy Issued	25
▪ New Businesses	22
▪ Business Expansions	1
▪ Business Location Change	2



Thank You

Questions?

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