

ECONOMIC DEVELOPMENT QUARTERLY REPORT

FEBRUARY 7, 2017

JESSICA JAMES, DIRECTOR

ECONOMIC DEVELOPMENT

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

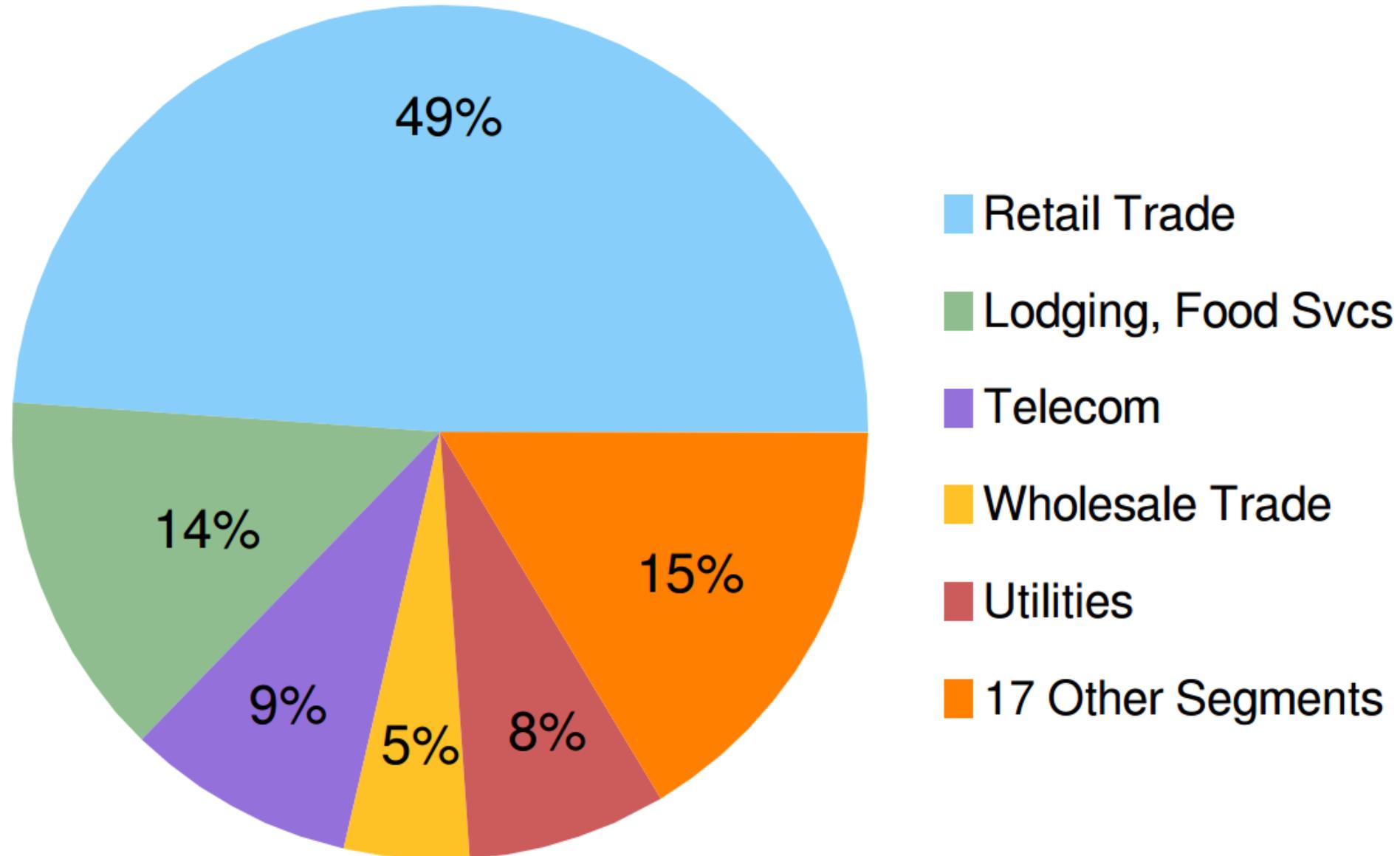


Major Employers

<u>Employer</u>	<u>Product</u>	<u># of Employees</u>
Duncanville ISD	Public School	2171
Masco	Cabinets	440
City of Duncanville	City Services	337
Pappadeaux Seafood Kitchen	Restaurant	193
Costco	Warehouse Club	185
Pioneer Frozen Foods	Food Manufacturing	175
WinCo	Retail Store	130
Krogers	Grocery Store	130
Freedom Dodge, Chrysler, Jeep	Car Dealership	119
La Mexicana Tortilla Factory	Restaurant / Food Manufacturer	90
Personalized Communications	Message Center	100
W&B Service Company	Refrig Trk/Trl Sales Repair	85
Hilton Garden Inn	Hotel	70
LA Fitness	Fitness Center	40
Apple Corrugated Packaging	Box Manufacturing	32
84 Lumber Company	Building Materials Supplier	30



Sales Tax Collections by Industry Segment



Work Plan Items

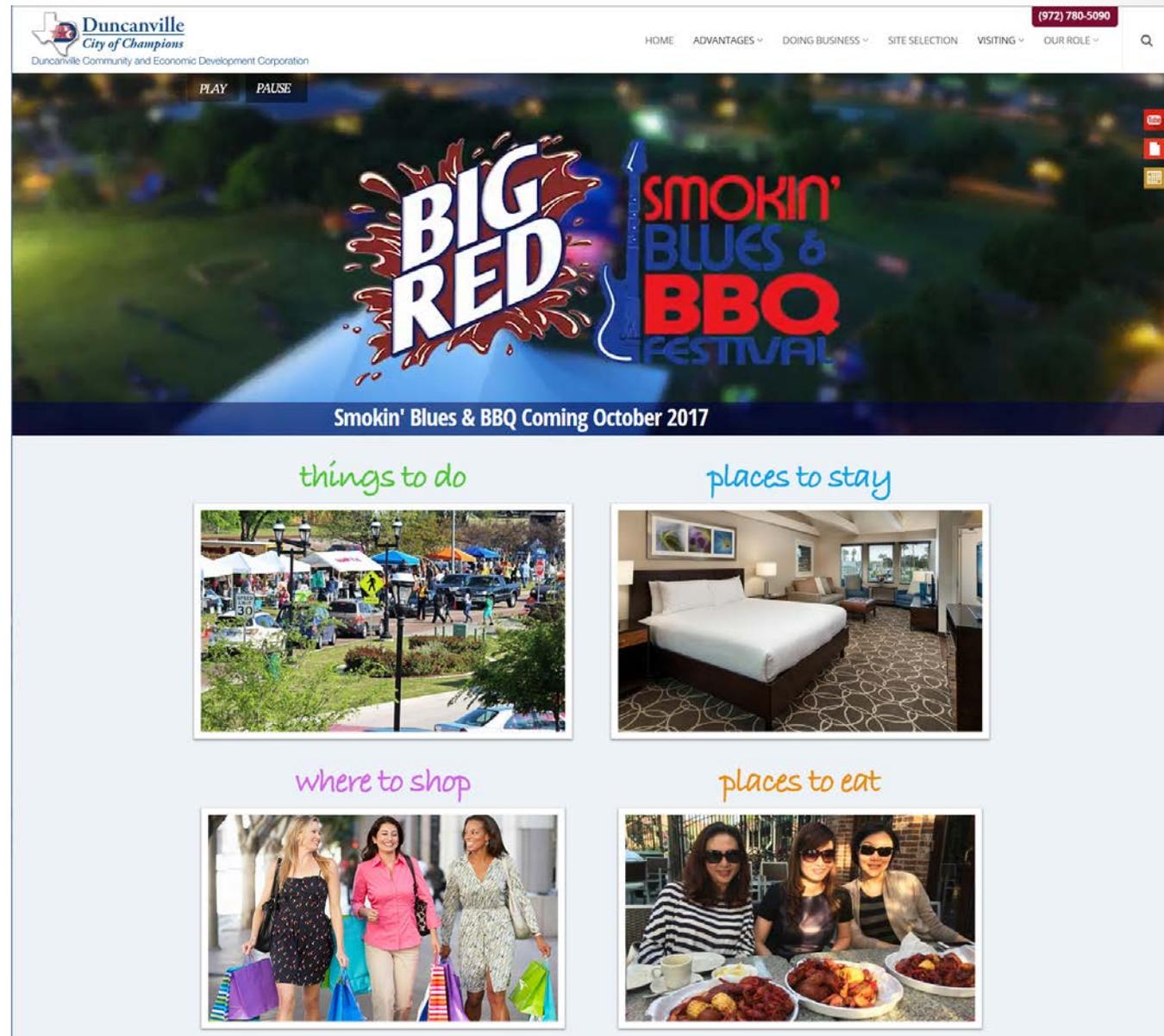
- **Objective 2.20:** Create a Business Outreach Program
- **Status:** First phase completed. The DCEDC created a Business Retention and Expansion Program (BREP) in 2015. However, the EDC and Library are partnering to expand services offered to new businesses through the additional resources the Library has to offer.

**Bu\$ine\$\$ Retention
and Expan\$ion**



Work Plan Items

- **Objective 2.21:** Create a Tourism Program
- **Status:** In-Progress, The first tourism website has been created.

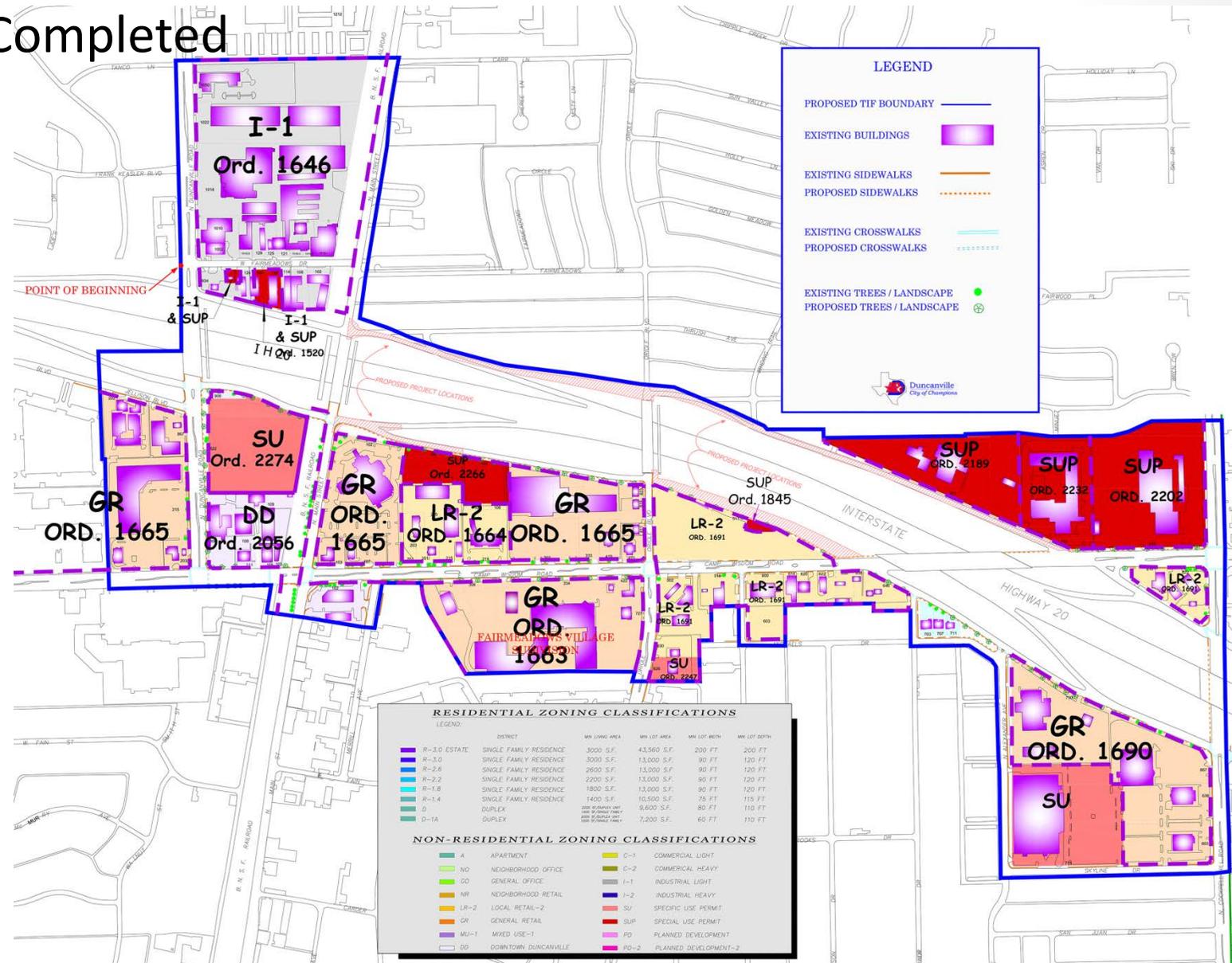


Work Plan Items

- **Objective 2.22:** Camp Wisdom/Industrial Area TIF
- **Status:** Boundaries Completed

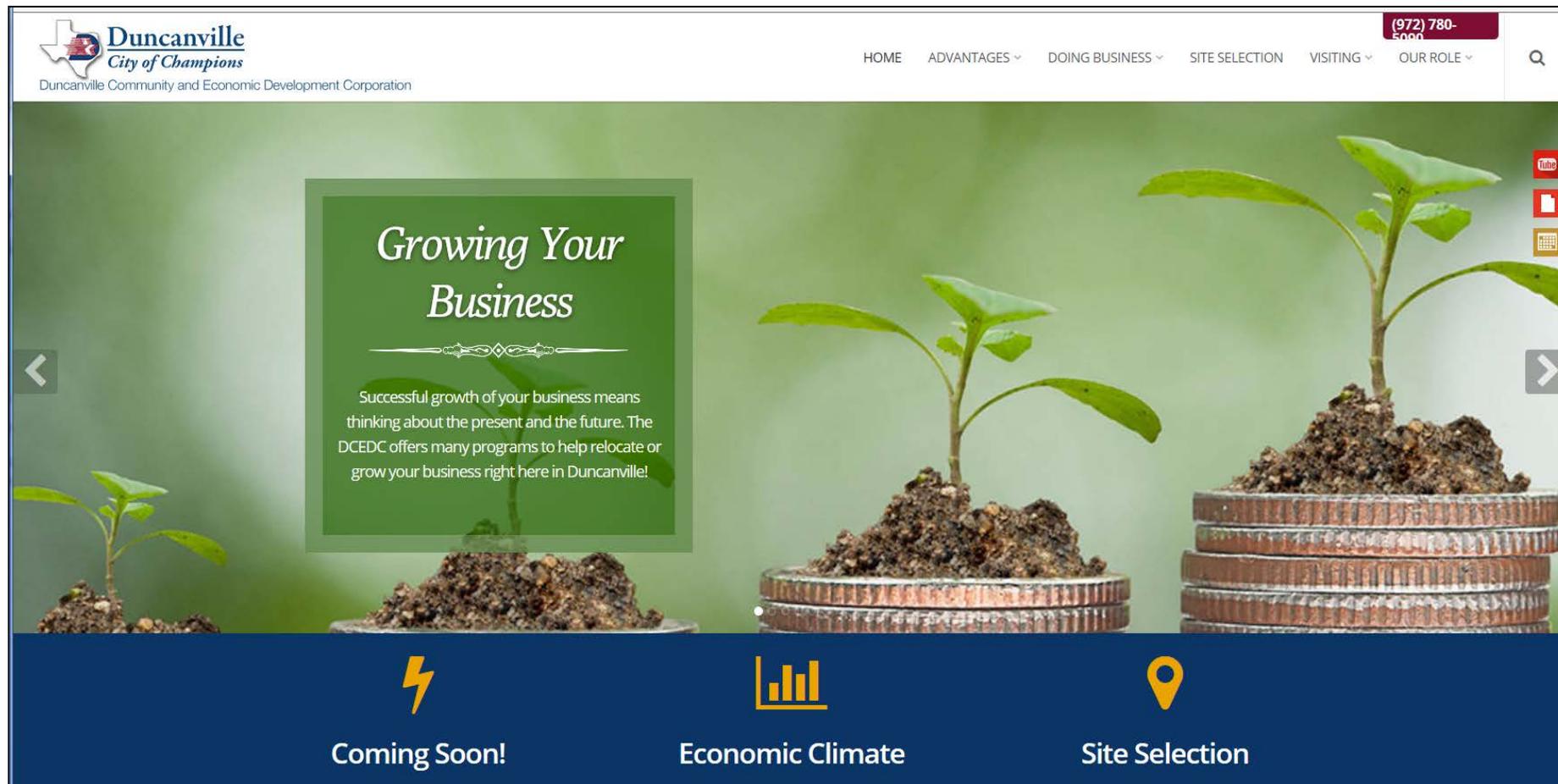
Action Items Left:

- Finalize Project Plan
- Finalize Finance Plan



Work Plan Items

- **Objective 2.27:** Re-Design and update economic development and marketing materials.
- **Status:** Continuous – The ED customizes its marketing pieces to each market segment for recruitment efforts. The DCEDC website is complete.



Work Plan Items

- **Objective 2.28:** Develop a marketing plan to brand Duncanville as “The City of Champions” including a national sports-brand sponsorship.
- **Status:** In Progress – We have identified three different professional firms that specialize in logo design and community branding and will start interviewing them in the next few weeks.



Business, Developer, and Property Owner Engagement

- Existing Businesses
 - 2015: 25
 - 2016: 45
 - 2017: 5
- Developers and New Business Prospects
 - 2015: 26
 - 2016: 34
 - 2017: 5
- Property Owners / Property Managers
 - 2015: 4
 - 2016: 20
 - 2017: 4



Other Activities

- The DCEDC Board attended the Celebrate Duncanville and the Mayor's State of the City Address.





Other Activities

- Staff attended the ICSC Dallas Deal Making Conference - provided promotional materials to 26 different developers, brokers, and retailers highlighting the opportunities in Duncanville
- Staff also attended three different presentations on the current market place and the future of retail and commercial development.
- Staff is working with Public Works on I-20 and Hwy 67 road projects.
- The DCEDC Board elected Barry Gordon as President and Steve Dial as Vice President.
- Staff attended numerous development webinars such as Crowdfunding and 2017 Retail Trends and How to Develop a Retail Recruitment Strategy.

Thank You

Questions?

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