



# ECONOMIC DEVELOPMENT QUARTERLY REPORT

*DECEMBER 5, 2017*

*JESSICA JAMES, DIRECTOR*

*ECONOMIC DEVELOPMENT*

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





## ***FY 16-17 Work Plan Items***

- **Objective 2.20:** Create a Business Outreach Program
- **Status:** Completed
  
- **Objective 2.21:** Create a Tourism Program
- **Status:** Ongoing
  
- **Objective 2.22:** Camp Wisdom/Industrial Area TIF
- **Status:** Completed
  
- **Objective 2.28:** Develop a marketing plan to brand Duncannonville as “The City of Champions” including a national sports-brand sponsorship.
- **Status:** Ongoing

# *Market Updates*

## Duncanville Market Update

- 243,084 sq ft of Commercial Space was leased
  - 21 New Businesses
  - 4 Business Expansions

## New Market Trends

- Food, Fit, & Fun
- Clicks-To-Bricks
- Experiential Retail
- Smaller Retail Space





# ***Business, Developer, and Property Owner Engagement***

## • Developers and New Business Prospects

Developers / Brokers: 5

- Residential
- Commercial

Retailers: 3

- Home Improvement
- Family Fashions and Home Goods
- National Foods Company

Restaurants: 21

- Mexican Restaurants
- Steak Restaurants
- Fast Casual
- Sandwich Shops
- Family Casual

Manufacturing: 7

- Plastics Company
- State Leads
- Wine Bottling Company

Other: 5

- Hotel Developer
- Entertainment Venues
- Professional Service Companies

### **ED Department Provides Potential Businesses:**

Duncanville Community Information

Demographic Information

Market Potential Information (Leakage)

Available Site Information

Incentive Information

City Development Information

# ***Business, Developer, and Property Owner Engagement***

- **Existing Businesses: 21**
  - Assisted in locating new spaces to relocate or expand their business
  - Provided 12 Informational Incentive Packages
  - Provided possible leads for business expansion
  - Provided contact information for the State Comptroller's Office
  - Assisted with the development process
- **Property Owners / Property Managers: 7**
  - Assisted in the development process
  - Assisted in bringing potential businesses to the shopping centers
  - Provided Zoning information
  - Provided leads on possible buyers for their properties
  - Provided demographic information for them to use when marketing their properties





## *Other Activities*

The DCEDC held its Annual Strategic Planning Session and established its top five goals:

- Identify, prioritize, and pursue projects that can be funded through grants and public/private partnerships.
- Create a commercial rebuild program.
- Assist in the development of a Duncannonville Rail Strategy.
- Identify and prioritize shopping centers that are opportune for pad site development, and work with necessary entities to pursue target businesses.
- Promote the Design Incentive Grants to target areas.

Target Areas:

I-20, Main Street, Camp Wisdom Rd., and Hwy 67





## ***Other Activities Cont.***

- The DCEDC approved a \$150,000 loan to the TIF.
- Board Members and ED Staff members attended the Best Southwest Legislative Series Breakfasts.
- ED Staff attended a Private/Public Infrastructure Financing Webinar.
- ED Staff worked with HVS Consulting on the Conference Center Feasibility Study.
- ED Staff worked with MisFit Brands to start the new logo process.
- ED Staff administered the FY 16-17 HOT Fund Grants and worked with six FY 17-18 HOT Fund Grant Recipients.
- ED Staff continued to work with the Public Works Department on the landscaping Green Ribbon projects for Hwy 67 & I-20.
- The DCEDC approved a \$5,000 Paint Grant to Leon Miller.

## *Activities Cont.*

- DCEDC Board and Staff attended the TEDC Sales Tax Workshop.
- DCEDC Board Members and ED Staff attended a ribbon cutting at the Smokin' BBQ Restaurant.
- ED Staff attended a DISD school ribbon cutting.
- The Chamber of Commerce, Mayor, and City Staff toured the Olden Yonder Museum and spoke of various ways the Museum could partner with the groups to help bring more visitors to Duncanville.
- DCEDC Board Members and Staff attended a SEATA Joint Transportation Luncheon.
- ED Staff has been assisting the Parks Department with the proposed Duncanville Fieldhouse façade improvements.



# Thank You

## Questions?

Jessica James

Economic Development Director

972.780.4997

