



Business Retention & Expansion Incentives Management & Reporting Board Engagement Marketing & Promotion Planning & Econ. Analysis Resources

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Friends and Colleagues,

EDT has had a busy 2017, providing Cities and EDCs all over Texas with **policies, programs and tools** that increase productivity. Following are examples of ongoing or recently completed projects.

- **Pilot Point EDC:** EDT has been engaged to assist the Director with multiple projects including the following:



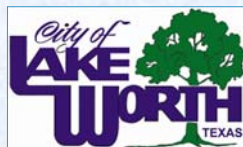
- **RFP Response Template:** Develop a comprehensive and professional response template incorporating all important aspects of the City allowing for a timely and thorough response to RFP / RFI requests



Regional Housing Data					
County	Housing Units ¹	Average Price ²	Price per Sq. Ft. ³	County Seat	Avg. DOM ⁴
Cooke	16,661	\$279,000	\$125	Gainsville	74
Collin	320,429	\$340,000	\$134	McKinney	44
Dallas	964,713	\$230,000	\$133	Dallas	51
Denton	273,265	\$294,500	\$84	Denton	43
Grayson	54,244	\$133,000	\$49	Sherman	61
Montague	10,140	\$90,000	\$116	Montage	46
Rockwall	30,038	\$354,500	\$114	Rockwall	54
Tarrant	732,985	\$202,000	\$56	Fort Worth	43
Wise	23,917	\$112,000	\$108	Decatur	64
Averages:		\$224,500	\$102		53
TOTALS:	2,426,892				

- **Site Flyers:** Develop one-page real estate flyers for important properties allowing for complete info to be provided very quickly for each property / site
- **Data Summary:** Prepare a comprehensive Excel file incorporating all marketing data in legible tables and providing charts / graphs where needed
- **Amazon RFP Response:** Provide a comprehensive and professional response addressing all questions asked and highlighting an opportunity for development of their campus within the limits of the City

- **Lake Worth - Incentives Analysis:** EDT continues to assist the City Manager with several development alternatives and financial analysis of incentive proposals for an important property in the City



- **Denton County OHC - Directories:** EDT was engaged to assist the Office of History and Culture with the reorganization of their common drive and sub-directories resulting in much improved file access efficiencies

- **Gonzales - BRE Incentives:** EDT was engaged to assist the Director in evaluating, documenting, and preparing an incentive proposal to ensure the retention and expansion of an important business in the City, including the drafting of an Agreement in Principle as the foundation for formal incentive agreements



- **Texarkana ED Coalition:** EDT was engaged to assist leaders in the Texarkana region with evaluation of tasks necessary to form a regional economic development coalition marketing the greater Texarkana region

- **Pflugerville - Business Resource:** EDT was asked to assist in research necessary to develop a great resource for businesses interested in pursuing a location in Pflugerville



- **Corsicana EDC:** EDT has been engaged to assist in the development of real estate marketing resources



- **Site Documentation:** Provide reports documenting all significant aspects of two significant industrial parks in the City
- **Site Flyers:** Develop one-page real estate flyers for important properties allowing for complete info to be provided very quickly for each property / site



- **Goesbeck EDC - Site Documentation:** EDT has been engaged to assist the Director with documentation of all factors important to the marketing and development of business parks in the City



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- **Azle - Annexation Analysis:** EDT worked with the Director to develop spreadsheets to analyze the potential revenues to the City based on anticipated annexations



- **Basic Economic Development Course:** Greg Last partnered with David Summers, PhD from University of Houston, Victoria, to instruct the session on *Entrepreneurship and Small Business Development* at the summer BEDC in the DFW region

- **Metroport COC:** EDT assisted the seven-city COC with data showing the population growth in the region for the past 30 years



- **TMCN - Presentations:** Greg Last was asked to provide presentations for the Texas Midwest Community Network at a regional meeting and annual conference



- **Local Incentives Overview:** An overview of all potential local incentives that might be offered by the City / EDC, when and how you would use them
- **Incentive Agreements:** A discussion of various approaches to effective incentive agreements, how to write them, track them and enforce them
- **Property Enhancement Incentives Policy:** An overview of the many merits of a matching-grant program to improve the appearance and commercial viability of commercial properties in the City
- **Business Retention & Expansion:** An overview of several programs to assist and support existing businesses using a wide variety of approaches



- **Justin EDC - Board Training:** EDT provided brief training presentations to a joint meeting of the 4A and 4B Boards



- **Local Incentives Overview:** An overview of all potential local incentives that might be offered by the City / EDC, when and how you would use them
- **Incentive Agreements:** A discussion of various approaches to incentive agreements, how to write them, track them and enforce them

- **Fairfield EDC:** EDT was engaged to assist Staff with the development of several real estate and marketing resources including the following:



- **RFP Response Template:** Develop a comprehensive and professional response template incorporating all important aspects of the City allowing for a timely and thorough response to RFP / RFI requests
- **Site Flyers:** Develop one-page real estate flyers for important properties allowing for complete info to be provided very quickly for each property / site
- **Data Summary:** Prepare a comprehensive Excel file incorporating all marketing data in legible tables and providing charts / graphs where needed



- **Runaway Bay EDC:** EDT assisted the EDC Board with a variety of services and they are making great strides in the implementation of several programs
- **EDC 2017 Action Plan:** Objectives have been prioritized and assigned to Board members for implementation
- **BRE Program Development:** Businesses have been identified and relationships established to help market the City jointly
- **Sites & Buildings Summary:** The inventory was completed and used in marketing, resulting in the sale of a significant property in the City

