



MONTHLY

Economic Development Report – NOVEMBER 2016

Weatherford Economic Development,

Dennis W. Clayton, CEcD, AIA – Director of Economic Dev

14 Prospects: 960 new jobs; est. \$92.0MM CI; 6 Local; 6 DFW; 1 In-State; 1 Out-of-State; YTD: 35!!

9 Retail:

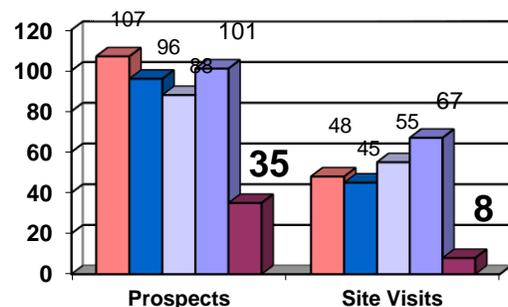
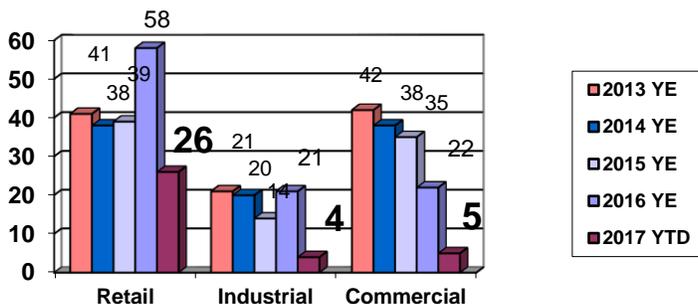
- 3K SF men’s clothier shop-space
- 5K SF franchise auto parts supply
- 7.5K SF downtown/NEZ redevelopment
- 2.5K SF SEQ/NEZ restaurant
- 100 ac./300K SF mixed-use anchored retail-groc-MF (TIRZ)
- 5K SF NEZ (?) regional steakhouse (exp.)
- 7.5K SF NEZ mixed-use redevelopment
- 3.2 ac. (WPCEDC) corner C-store
- 3.2 ac. (WPCEDC) #2 C-store & shop-space

2 Commercial:

- 20 ac. MF (duplex) development
- 8 ac./50K SF Sr. Care (continuum) AL-memory-duplex

3 Industrial:

- 15 ac./200K SF food production/WH/distro center
- 40-80K SF WH/distro/mfgr (O&G)
- 10K SF RX mfgr exp (county)



3 Site Visits: 140 new jobs; est. \$55.4MM CI; 102K SF; 1 Local, 2 DFW area, YTD: 8!

1 Retail:

- 2.5K SF SEQ/NEZ restaurant; a) NEZ criteria and qualifications, b) alcohol sales ordinance, c) SBDC contact.

2 Commercial:

- 30 ac./250 unit Class-A apartment development, a) zoning and platting, b) CTP street alignment, c) site plan review, d) utility services.
- 8 ac./50K SF Sr. Care (continuum) AL-memory-duplex, a) zoning and location, b) services, number of units, budget, timeline.

1 New Business Development, 2 YTD:

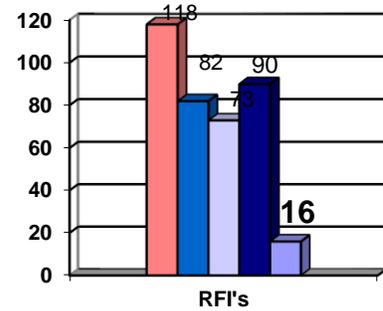
7.5K SF, \$120K CI, 10 jobs: 1 Retail; 7K SF new automotive service center addition to redevelop tire and wheel center.

10 Requests for Information (RFI’s): 9 Local, 1 DFW; YTD: 16

Development Activities:

A. Retail:

- 1. 50K SF Roger Williams AutoMall 11.04 Grand opening and Ribbon Cutting;** a) 11.01 management briefing, b) DBJ “Top 25” plaque and WEDB/City congrats – letter to WEDB President for presentation.
- 2. 7.5K SF (3 floor expansion) NEZ Redevelopment;** a) Zoning and use, b) residential, c) Incentives, qualifications and metrics.
- 3. 12 ac./36K new development TIRZ road R.O.W.** meeting w/adjacent land owner; a) City CTP Director and WEDD.
- 4. 7.5K SF tire and auto shop expansion;** a) 11.15 CC executive session.
- 5. West annexation development;** a) Existing new business development trends; Trade Area, demographics, annual “prospects” [interest] report, b) G & V for “new west Gateway” – link to City GP in progress, c) Links to Zoning map, 2013 Thoroughfare Plan, Future Land Use Plan, Recommended Growth Areas Plan, d) New business “trend” indicators and location preferences – list of new businesses, e) Interstate and population influence on C-stores and fuel stations (3 new and 1 under construction).



B. Industrial:

- 1. 20K – 30K SF bottling plant/distribution WH;** a) local bank contacts, b) building/fire code links, c) WPCEDC IP land financing option.
- 2. WPCEDC Industrial Park land for sale inquires;** a) JS CO. Gas station and C-Store; b) 3.2 ac. Retail/C-store; c) 3.2 ac. or 4.85 ac. Retail/C-Store.
- 3. WPCEDC Industrial Park Board;** a) Draft Agenda and Save-the-Date notice, b) 3 new Board member nominations; vetting and election [email], c) New member handbook and briefing, d) 11.30 Final Agenda/full documents, meeting room and lunch, e) 11.30 Board meeting.

C. Commercial:

- 1. 74K SF Film Alley Weatherford Grand opening;** a) VIP event review and City VIP List, b) News Release review with FAW PR Director, City PR Director and WEDD, c) VIP “Sneak Preview” invitation to CC, WEDB, CMO, Senior Staff, d) 11.16, 6-9 PM VIP “Sneak Preview” event (+/- 400), and DBJ “Top 25” DFW Projects – WEDB plaque presentation, e) Joint City/ FAW News Release 11.18 Grand opening.
- 2. 3 ac./250 unit Class A apartments;** a) P&D and CTP directors, b) zoning & platting, c) CTP street alignment & FD access, d) site plan review, e) utility services, f) parking and zoning ordinance links to developer (WEDD).
- 3. 15K SF franchise youth – sports training tenant;** a) Developer update, b) City P&D status of permits application and parking review.
- 4. 8 ac./50K Sr. Care (continuum) AL, memory & duplex,** a) City P&D staff, b) Incentives (?), c) Zoning & Location acceptable? – “PD” Re-Zone, d) Business plan & market study to be provided, e) neighborhood impact, f) timeline/schedule.
- 5. 25 ac. MF site at Holland Lake Dr. –** Vicinity aerial map with labels.

Community & Existing business visits/resources: 1) Weatherford Chamber of Commerce ribbon cuttings; a) 11.04 WRMC 10 – Year Community Service Celebration Ribbon Cutting & WEDB President (Randall Young) presentation, b) 11.04 Roger Williams AutoMall Grand opening Ribbon Cutting, c) 11.16 Film Alley Weatherford “Sneak Preview” ribbon cutting; d) Weatherford College “Grogan Historic Plaza” ribbon cutting; 2) RIM mfg review with City CTP Director – Re: TIRZ road R.O.W., 3) FNB “examiners” economic information on real estate – Monthly report & Key Economic Indicators (permits & MLS), new business openings & current city/county populations, 4) Community National Bank - Regional Manager and Market President, 5) Wal-Mart, CD – Hartnett, WISD, CoW, WC –

number of employees for “Top 10” employees, 6) “**Top 10” employers to WISD Finance/Audit**, 7) **Weatherford Chamber Breakfast Before Business – Vintage Car Museum & Event Center**, 8) WISD “**Community Survey**” – Student success assessment, 9) **Weatherford Chamber Board meeting – WEDD Economic Development Report**.

- a. **BLC Meeting, Wednesday, November 2nd, 2016; 12;** 1) Economic Development Update- October 2016 Economic Development Report a) 10.06 Dallas ICSC (retail) trade show report, b) Key Economic Indicators, c) 4Q – FY End, Sept. 2016 CC/CMO Economic Development Report, 2) New Business Developments, a) Roger Williams AutoMall – Grand Opening and Ribbon Cutting, November 4th; b) Academy Sports construction start – Ground breaking October 28th, c) “Houston Centre” 102/104 Houston Ave. development update, 3) Local state of the economy – Your business outlook, a) Weatherford Regional Medical Center – celebrating 10 years’ service to the Community: November 4th. 9 members, 2 staff.

Program Development:

1. **Retail Sites/Shop – space (s-s) for lease – Venture DFW – Dallas;** a) 8K SF S-S/lease – Westview Center, b) 9.6K SF S-S/lease – Weatherford Commons, c) 13K SF (3 pad-sites) at ALDI/RaceTrac Center.
2. **City Finance “Budget Book” – Facts & Figures update;** Employment rate, Top employers (number of employees), Housing Value, Demographics – Population, diversity, age, income and number of households.
3. **Dallas Business Journal, Economic Development Reporter contact and future meeting.**
4. **TX Real Estate Business – 2016 “Economic Development Directory”, 11.2016 pp. 26, “Weatherford Texas”.**
5. **Annual Texas Architects Convention** (Cont. Ed courses) – **San Antonio (11.03/04/05):** a) Sustainable design for Healthy and Livable Communities: LEED-ND (Neighborhood Development) – place, culture, ecology & climate; b) Design Guidelines for small-lot Urban infill; c) Texas Architects influence on the Future of our cities – cultural, economic & environmental trends; d) Art, Design & Ecology to Reinvigorate cities and sustainable environments for vibrant public destinations/places; e) Window & Door NFRC Energy code use; f) Small firm energy modeling for buildings – predicting energy use.



MONTHLY

Economic Development Report – DECEMBER 2016

Weatherford Economic Development,

Dennis W. Clayton, CEcD, AIA – Director of Economic Dev

4 Prospects: 107 jobs; est. \$18.7 MM CI; 2 Local; 2 DFW area; YTD: 39!!

2 Retail:

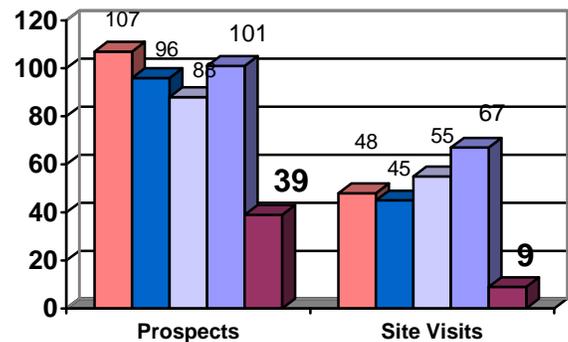
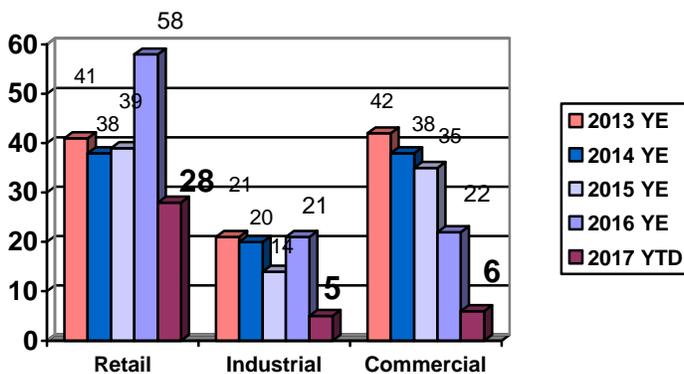
- 120K SF/26 ac. Cutters Xing-2 center Development.
- 10 ac. commercial truck dealership site search (TIRZ).

1 Commercial:

- 10K SF/3 ac. Community Church site search.

1 Industrial:

- 20-30K SF/4 ac. Industrial building search with OH crane.



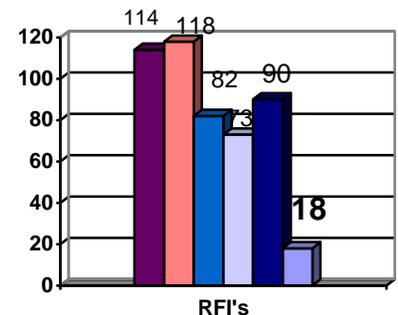
1 Site Visits: 10 new jobs; an est. \$500K CI; 5K SF; 1 In-State; YTD: 9!

1 Retail/Commercial:

- 5K SF NEZ (?) regional steakhouse (expansion) - site search and P&D/Zoning requirements.

New business developments/announcements: with 145 new jobs, an estimated capital investment \$13.1 million, 57K SF; **3 YTD.**

- **1 Retail/Commercial:** 35K SF/15.5 ac. franchise auto dealership/service center, \$10MM CI, 80 - 100 new jobs; a) 12.07 P&Z C2/CUP PH/Zoning, b) 12.13 CC approval C2/CUP PH/Zoning approval.



2 Requests for Information (RFI's): 1 Local, 1 DFW; YTD: 18 .

2 SBA-SBDC (Tarleton St. U.) business consults at WEDD: 2 Retail – Local; 4 YTD.

Development Activities:

A. Retail:

1. **50K SF Roger Williams AutoMall** – 12.14 News Release, “Roger Williams AutoMall Recognized in the Top 25 NTX Corporate Relocations and Expansions List”.
2. **30K SF franchise auto dealership announced** – a) Weatherford Telegram interview, b) 12.07 P&Z, c) 12.13 City Council zoning approval.

3. **120K SF/26 ac. Cutters Xing-2:** a) Review developers' 2010 agreement and 380 ST agreement, b) TIRZ program.
4. **5K SF regional steakhouse (expansion),** a) P&D/WEDD meeting; b) site options, c) platting, zoning, permit and use requirement.
5. **54K SF Main Street Plaza,** a) Year – 3 and – 4 annual economic development agreement criteria/compliance review, b) 100 jobs, \$4.9 MM CI.
6. **2.5K SF Sweet Springs Winery Tasting Room;** a) Year – 2 annual economic development agreement criteria/compliance review, b) 10 (6) jobs, \$250K CI.

B. Commercial:

1. **74K SF Film Alley opening:** a) Opening Success, b) Owner progress review, c) Community response.

Community & Existing Business visits/resources: 1) **Weatherford Chamber of Commerce ribbon cuttings:** a) 12.06 FFB Christmas mixer; 2) **Southwest Ford** – Board service recognition and site search; 3) **RIM mfrgr.** - TIRZ road progress, business development; 4) **Hooks Lincoln** – Merry Christmas; 5) **New Firehouse Subs grand opening;** 6) **United Rentals** – new business contact; 7) **WEDD Christmas email:** WEDB, BLC, WPCEDC, RIM, KEG1, Sweet Springs, PX3, Identity Cap., Film Alley, Imperial Construction, Power Service, Justice Burger, and Jordan Taylor; 8) **Parker County, PC Judges office** – PC Bond Rating Call – “Top 10 employers”; 9) **WISD Education Foundation Board meeting.**

- a. **BLC MEETING, Wednesday, December 7th, 2016; 12;** 1) Economic Development Update – November Economic Development Report and Key EI; 2) New Business Developments; 3) Regional Outlook: a) Holiday retailers, b) e-commerce vs. Box-stores, c) 2017 Commercial Real Estate Trends; 4) Local State of the economy – Your business outlook: 8 members & 2 staff.

Program Development:

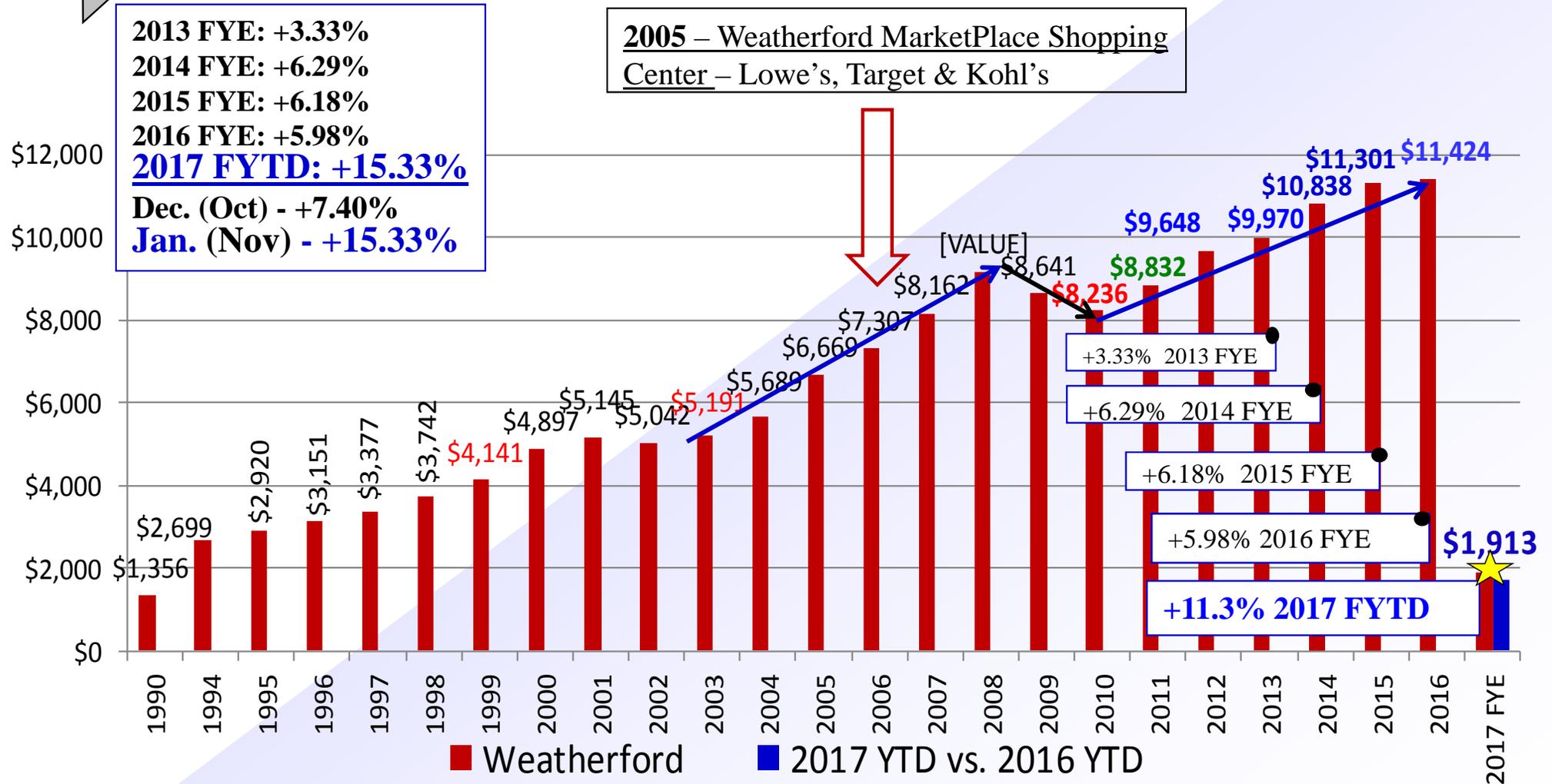
1. **12.09 & 12.12 620 am KEXB radio Broadcast;** a) DFW Real Estate Talk Show, b) Focus/Guest interview: Weatherford TX Economic Development Program, c) Growth, Top 10 projects; 2015-2016-2017 new openings, downtown development, Cutting Horse Capital, Peach Festival, etc.
2. **Annual – FYE WEDD Report to CMO;** a) 9 new businesses, 165K SF, \$27.5 MM CI, 231 Jobs, b) Grand openings, c) News and Recognitions, d) Marketing.
3. **WPCEDC Industrial Park Board:** a) Member recognition and appreciation – Charlie Gilchrist, b) Monthly statement to Investment committee; c) 2016 PCAD real estate (AV) taxes paid.
4. **TX Sec. of State, “Periodic Report” – Nonprofit Corporation,** (officer and member changes): a) WEDA Inc., 501 (‘c) 6 non-profit Eco. Dev. Corp. Inc., b) W/PCED, 501 (‘c) 4 Industrial Park (Hobson IP @FM 920) Board.
5. **Trade & Industry, Nov./Dec. 2016 Texas Spotlight,** a) WEDD ¼ page ad, b) 160 – word “Spot-Light” side bar.



Key Economic Indicators "On-the-Watch!"

January (Nov.) 2017

City - Annual Sales & Use Tax Trends

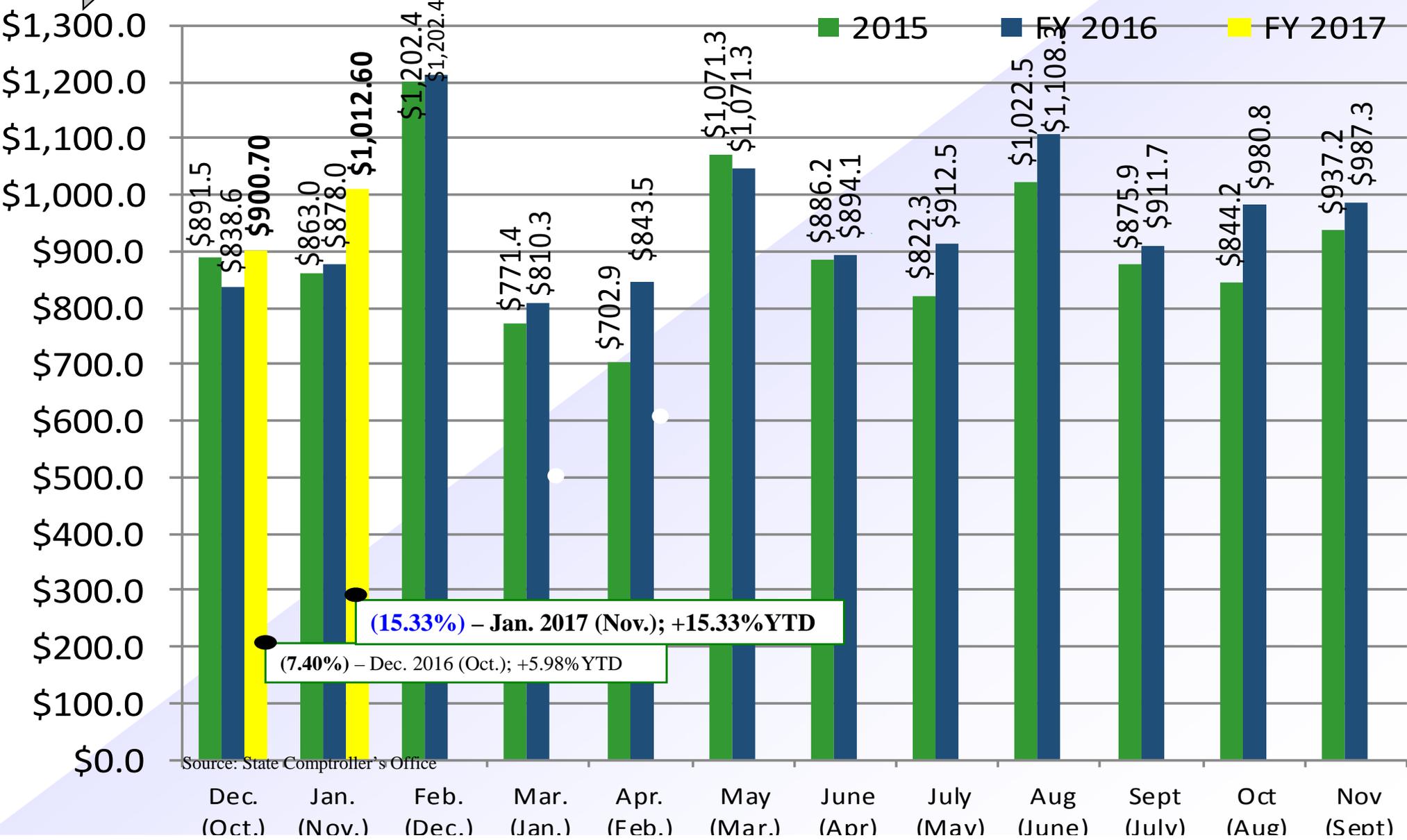




Key Economic Indicators "On-the-Watch!"

January (Nov.) 2017

City 2016 vs. FY 2017 Sales & Use Tax Trends



(15.33%) – Jan. 2017 (Nov.); +15.33% YTD

(7.40%) – Dec. 2016 (Oct.); +5.98% YTD



Weatherford & All Parker County (PC)^(estimated)

New Residential Building Permits

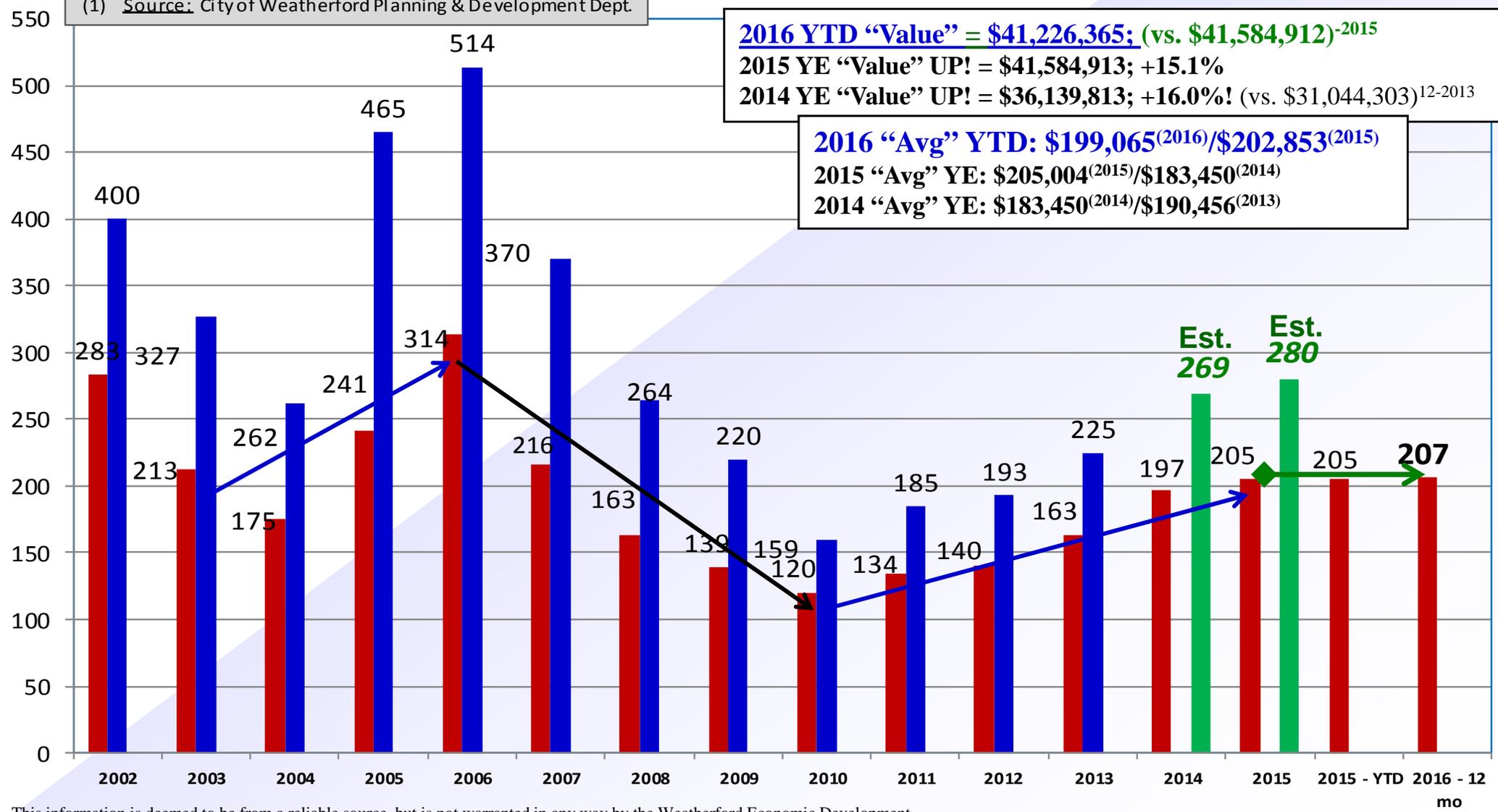
December 2016

■ Weatherford
 ■ Parker Cty - All 6 Cities
 ■ All PC - "Estimate"

(1) Source: City of Weatherford Planning & Development Dept.

2016 YTD "Value" = \$41,226,365; (vs. \$41,584,912)⁻²⁰¹⁵
 2015 YE "Value" UP! = \$41,584,913; +15.1%
 2014 YE "Value" UP! = \$36,139,813; +16.0%! (vs. \$31,044,303)¹²⁻²⁰¹³

2016 "Avg" YTD: \$199,065⁽²⁰¹⁶⁾/\$202,853⁽²⁰¹⁵⁾
 2015 "Avg" YE: \$205,004⁽²⁰¹⁵⁾/\$183,450⁽²⁰¹⁴⁾
 2014 "Avg" YE: \$183,450⁽²⁰¹⁴⁾/\$190,456⁽²⁰¹³⁾



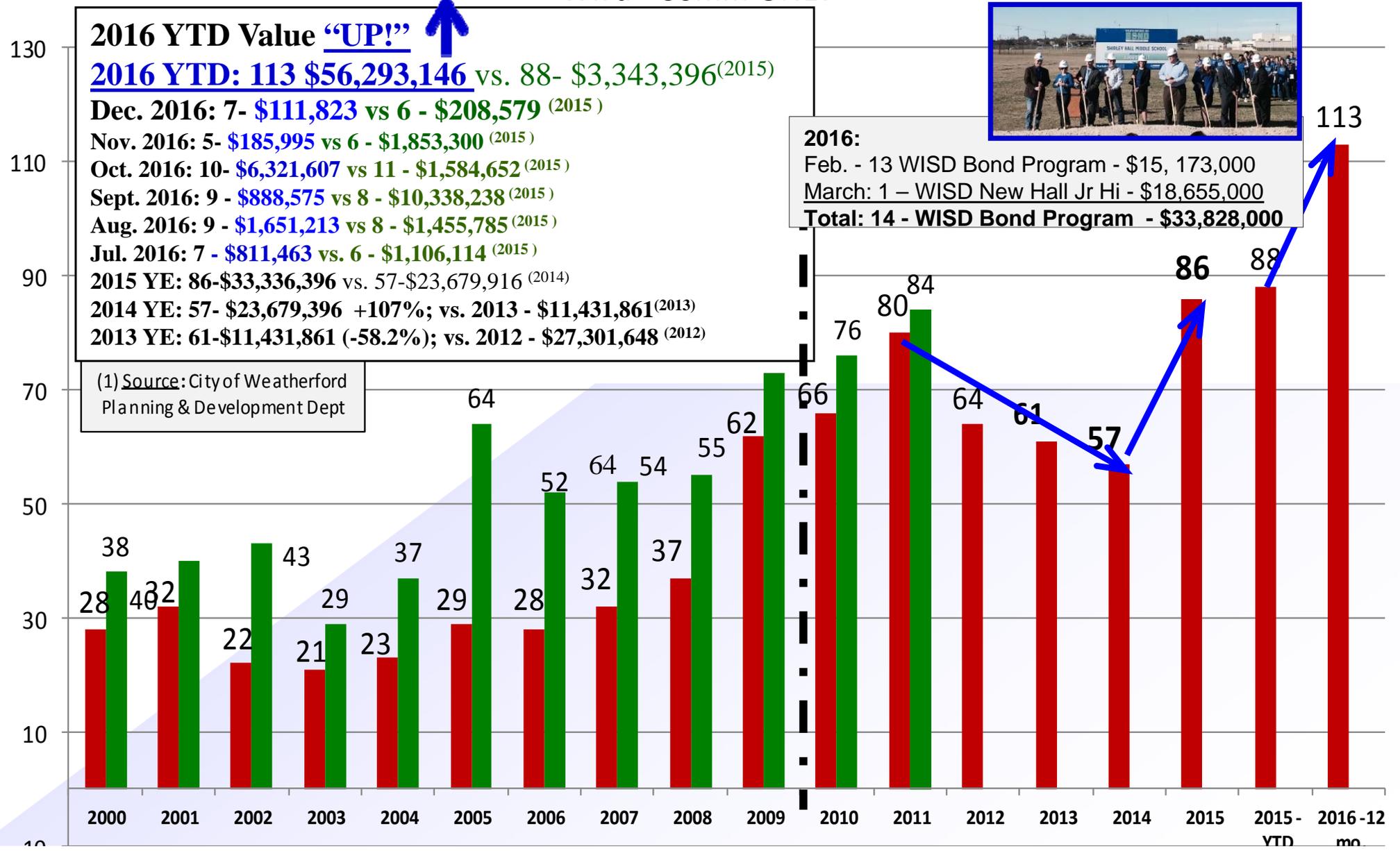
This information is deemed to be from a reliable source, but is not warranted in any way by the Weatherford Economic Development

City of Weatherford; New Commercial Building Permits December 2016

Parker Co. – All 6 Cities (1):
Prior to 2011 – Since, data not avail.

■ Wfrd - Comm ONLY

■





Key Economic Indicators "On-the-Watch!"

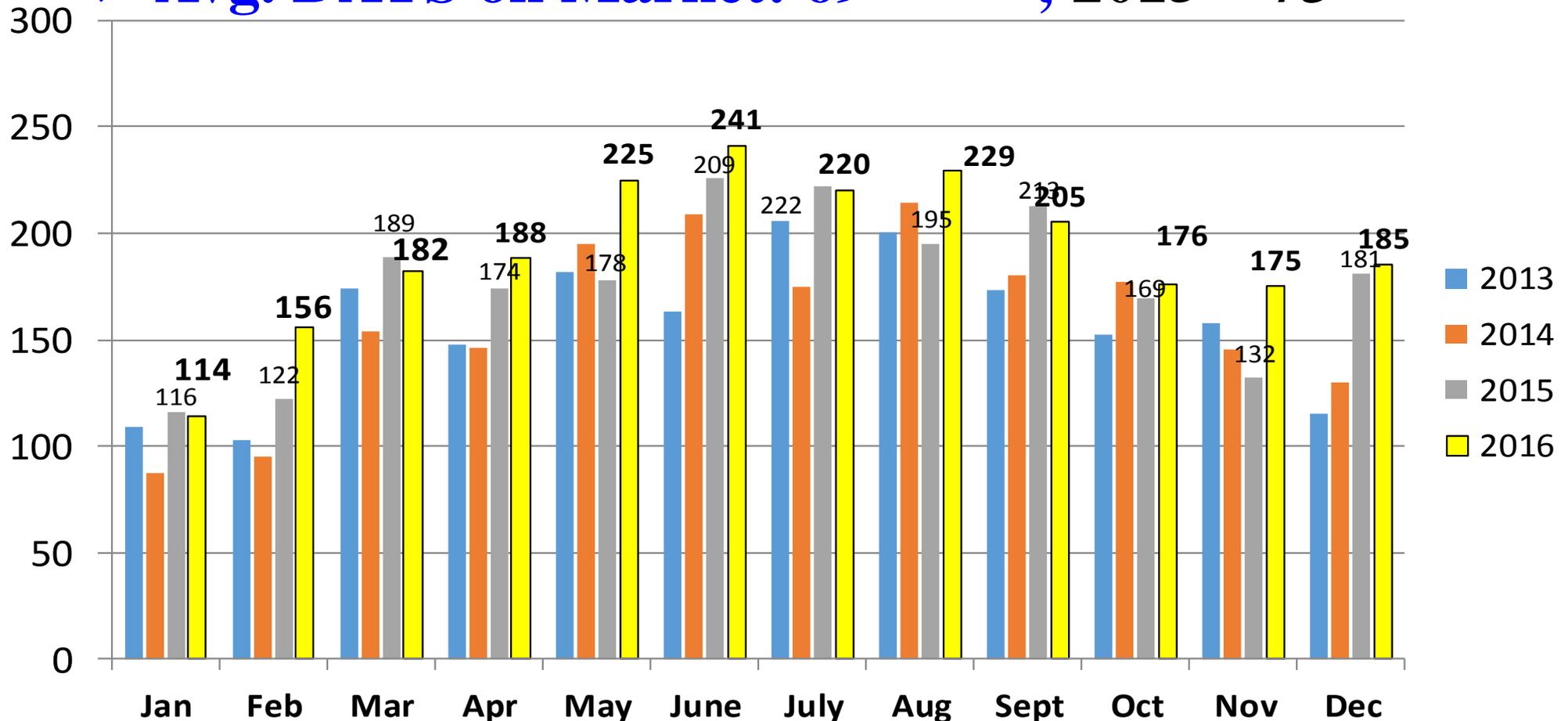
December 2016

MLS-SOLD (Existing home sales) Listings:

Source: NTREIS, Greater Metro West Association of Realtors, Weatherford

A. Dec. 2016- 195 vs. 186 = +4.83% MoM

❖ **Avg. DAYS on Market: 69^(64 YTD); 2015 = 73^(74 YTD)**





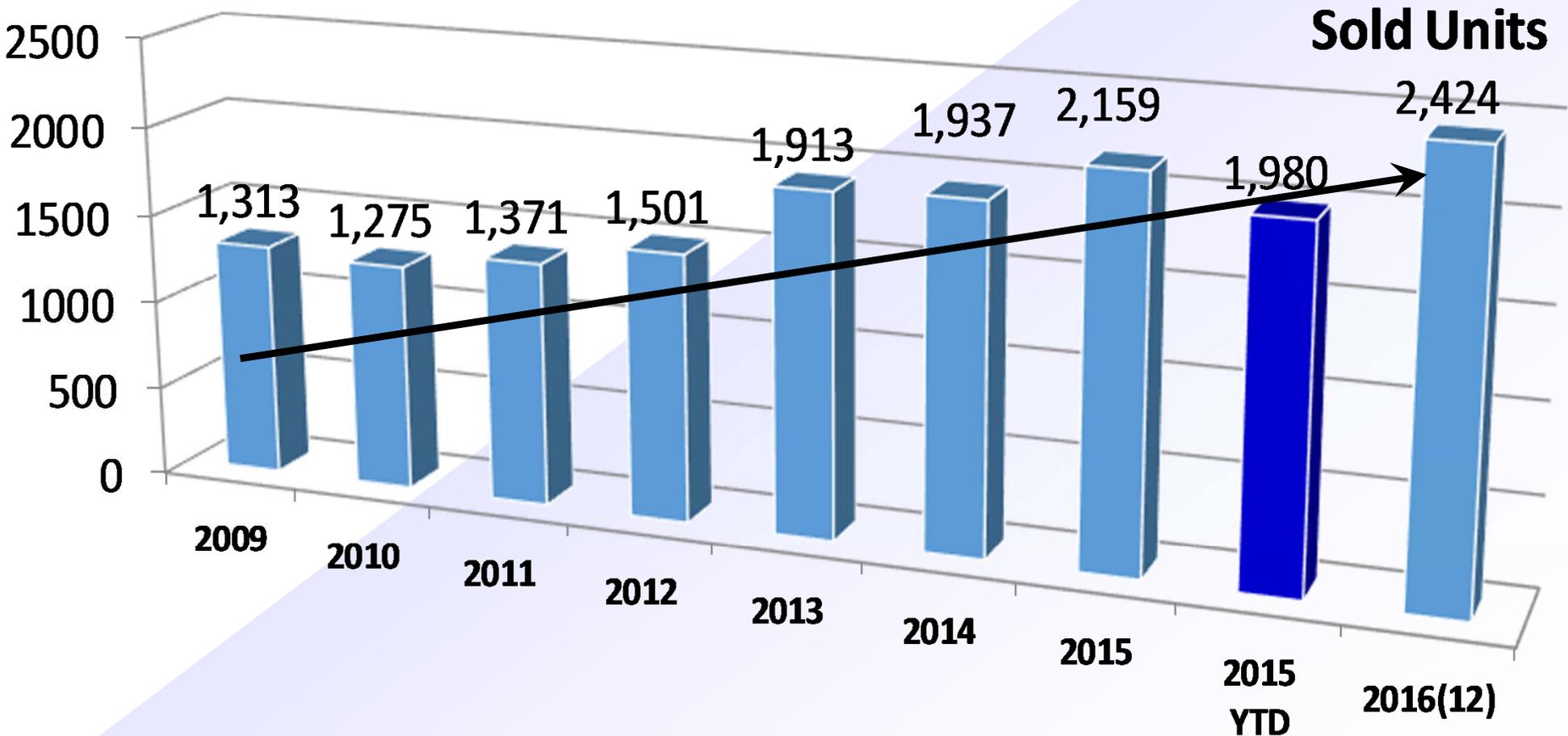
Key Economic Indicators “On-the-Watch!”

December 2016

MLS (Existing home sales) - Sold #Units:

Source: NTREIS, Greater Metro West Association of Realtors, Weatherford

B. YTD^(Dec.) 2016 – 2,424 vs. YTD 2015 – 2,165; +11.96%;





Key Economic Indicators “On-the-Watch!”

December 2016

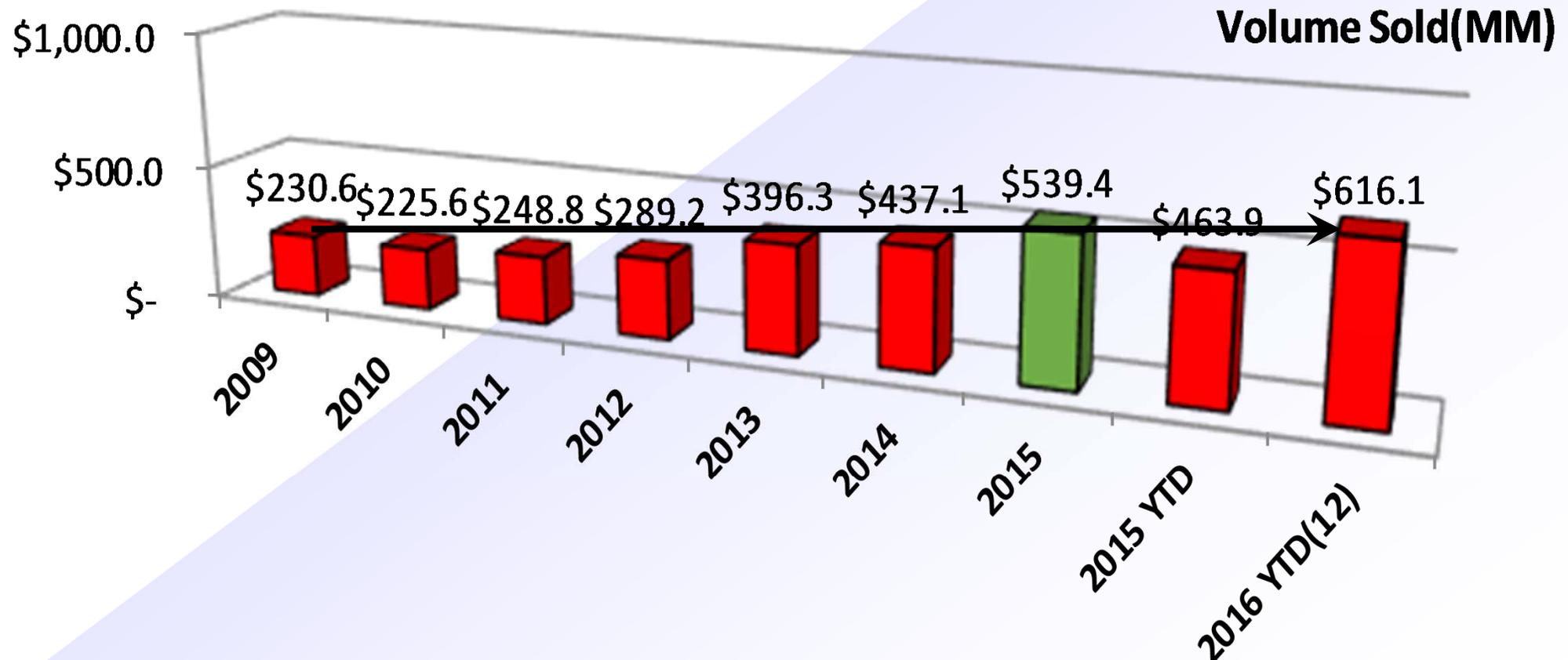
MLS (Existing home sales) - Volume Sold!:

Source: NTREIS, Greater Metro West Association of Realtors, Weatherford

B.a) December 2016 Vol. SOLD: \$51,722,079 vs. \$43,937,602 = +17.71%

B.b) 2016 YTD (Dec.) Vol. SOLD:

\$616,164,283 vs. \$540,540,675 = +13.99%





Key Economic Indicators "On-the-Watch!"

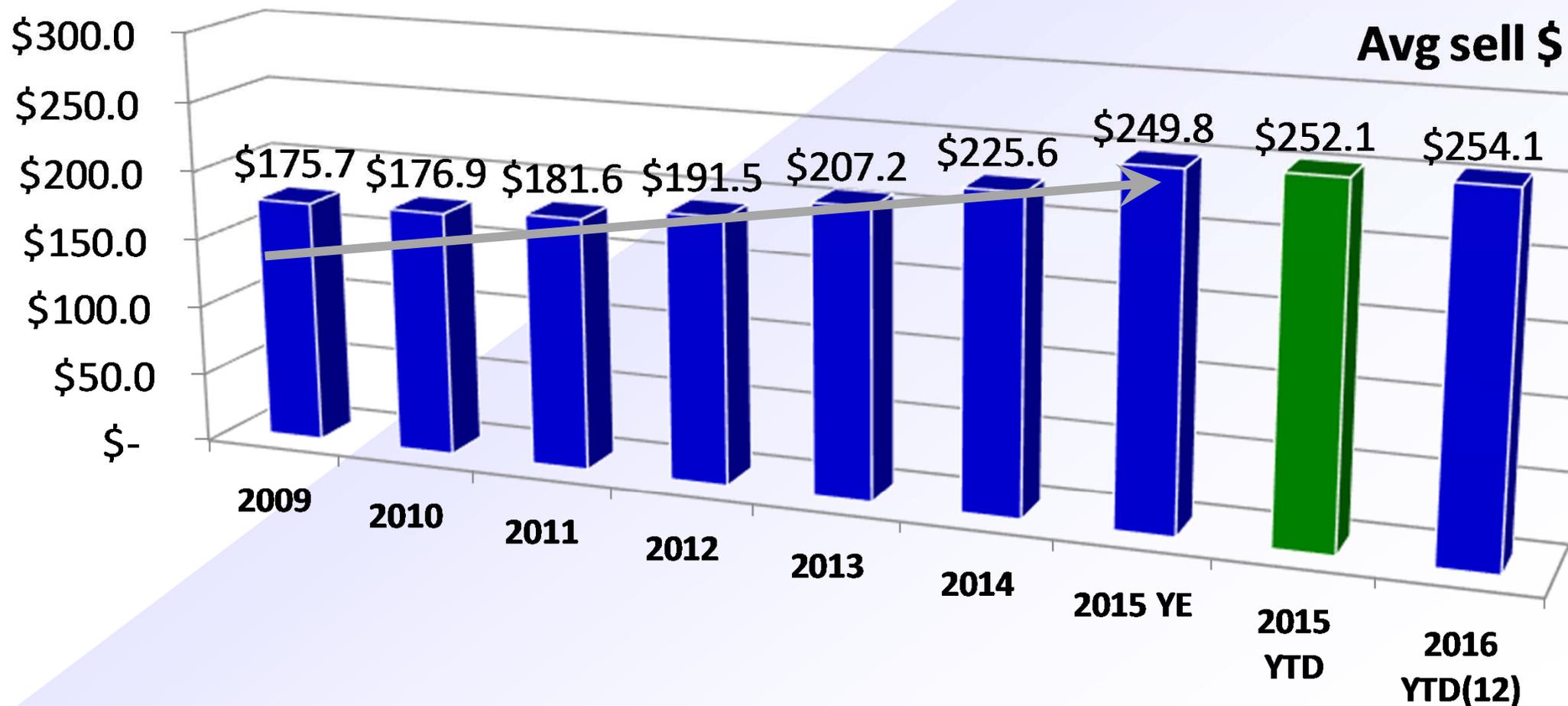
December 2016

MLS (Existing home sales) - Avg. Sell \$:

Source: NTREIS, Greater Metro West Association of Realtors, Weatherford

❖ **AVG. Dec. : \$265,241** (\$236,233²⁰¹⁵); **(+12.28%)**

❖ **AVG. YTD^(Dec.) Sell Price: \$254,193** (\$249,672²⁰¹⁵); **+1.81% YTD**



TIRZ Road

Weatherford EDD



Project Developed by: IDENTITY MUTUAL LLC
FOR LEASING INFORMATION CALL
PAT SAUER 214-507-9024

IDENTITY CAPITAL



Weatherford Economic Development Department

City of Weatherford

202 W. Oak St.
P.O. Box 255
Weatherford, TX
76086

Academy SPORTS+OUTDOORS

HOBBY LOBBY

Weatherford Towne Cent



PATIO
AVAILABLE RETAIL
5,400 SF

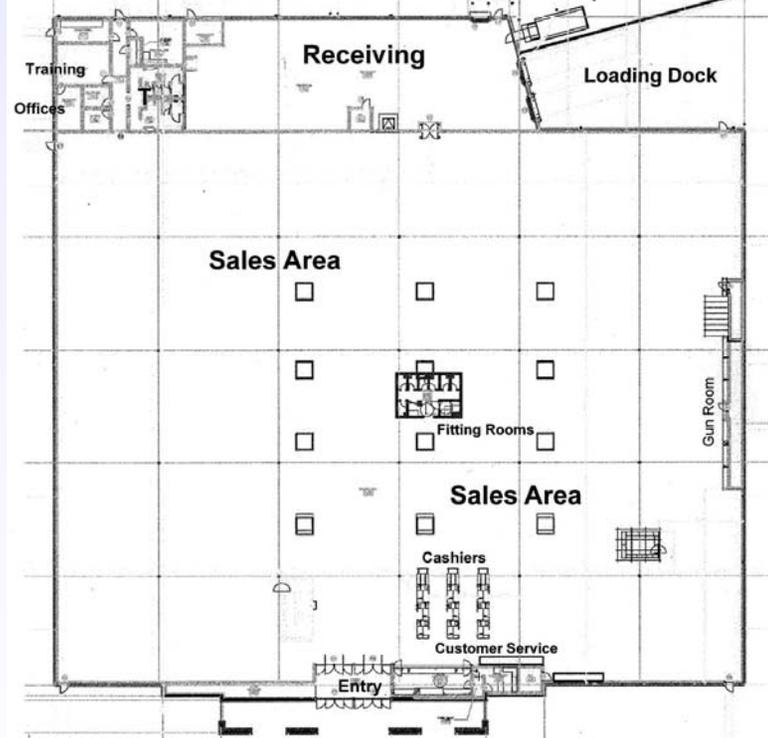


INTERSTATE 20 FRONTAGE ROAD



Interstate 20 Frontage Rd.

INTERSTATE 20



2016: Commercial Building Permits

Feb. - 13 WISD Bond Program - \$15, 173,000

March: 1 – WISD New Hall Jr Hi - \$18,655,000

Total: 14 - WISD Bond Program - \$33,828,000

