

**What would  
YOU say about  
Mesquite?**

# ROUND TABLE TIME

**What would YOU say about Mesquite?**

1. Choose a spokesperson for your table
2. Flip over the table tent and read the description of your prospect to the table participants (all tables have the same prospect)
3. See the ALL CAPS word – this is your table's assigned topic for discussion
4. Write down approximately FIVE responses as to the BENEFITS and CHARACTERISTICS in Mesquite of your topic



# THE ANATOMY OF A DEAL

ECONOMIC DEVELOPMENT  
CHAMBER OF COMMERCE PRESENTATION

**AUGUST 25, 2016**

WHEN I'M ASKED,  
"WHAT IN THE WORLD DOES  
ECONOMIC DEVELOPMENT  
DO?!..."



- **A**ttraction
- **C**reation
- **R**etention
- **E**xpansion



# SO THINGS LOOK LIKE THIS!

**350,000 SQUARE FOOT BUILDING – APPROXIMATELY 500 JOBS**

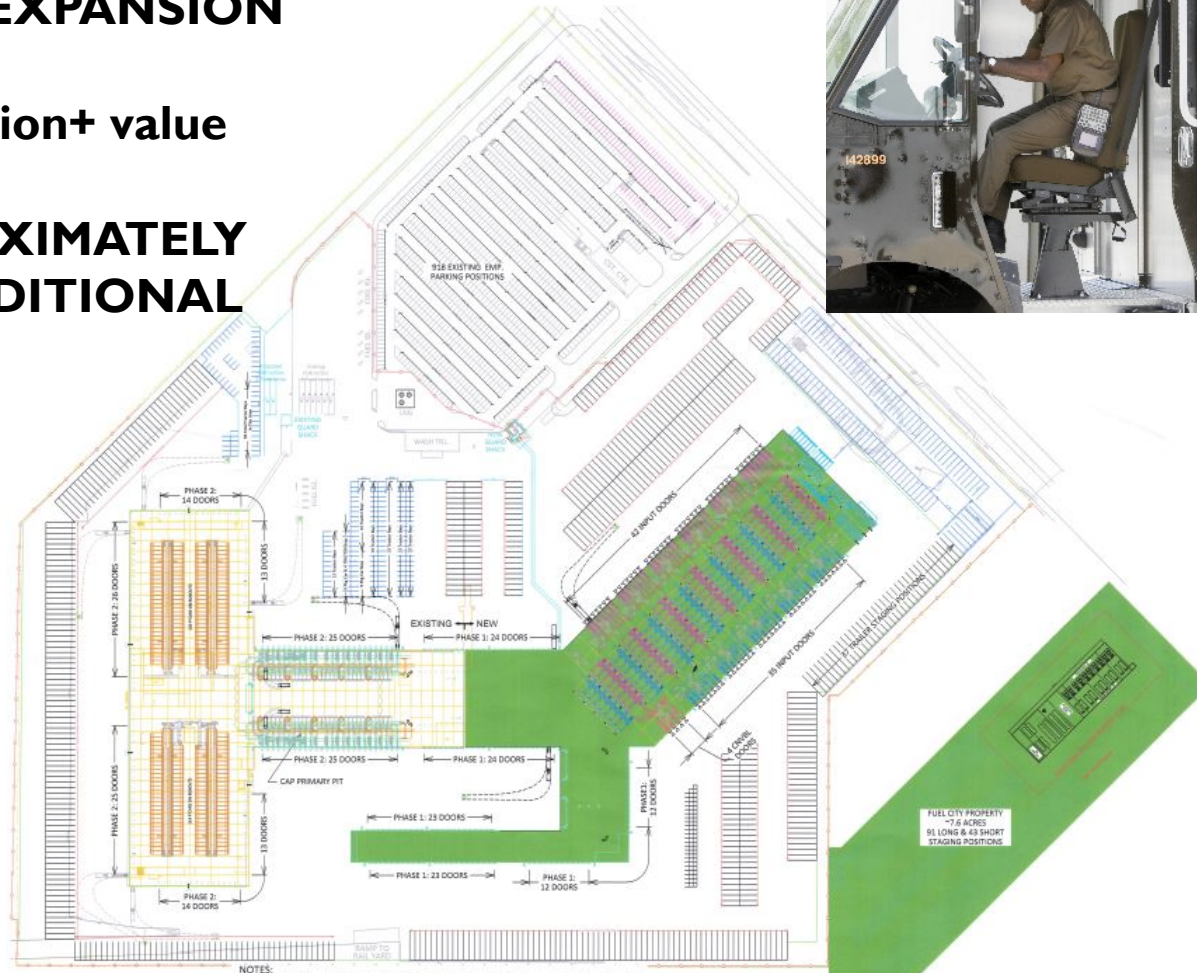


# AND THIS...

**350,000 SQUARE  
FOOT EXPANSION**

**\$87 Million+ value**

**APPROXIMATELY  
180 ADDITIONAL  
JOBS**



- NOTES:
1. New Building shall be designed to have a minimum of 44' clear inside from finished floor to lowest structural member for the main core building and the other areas shall be as noted on the PE-03 Drawings.
  2. All new site paving shall be concrete






# AND THIS...





WE ARE THE CATALYST WITHIN  
THE CITY FOR DEVELOPMENT...



TO HELP GROW OUR COMMUNITY  
VISION BY STRATEGICALLY,  
CREATIVELY AND PROACTIVELY  
WORKING WITH LEADERS,  
INVESTORS AND STAKEHOLDERS.





# HOW DO WE FIND PROSPECTS?

LAY THE GROUNDWORK

# NETWORKING

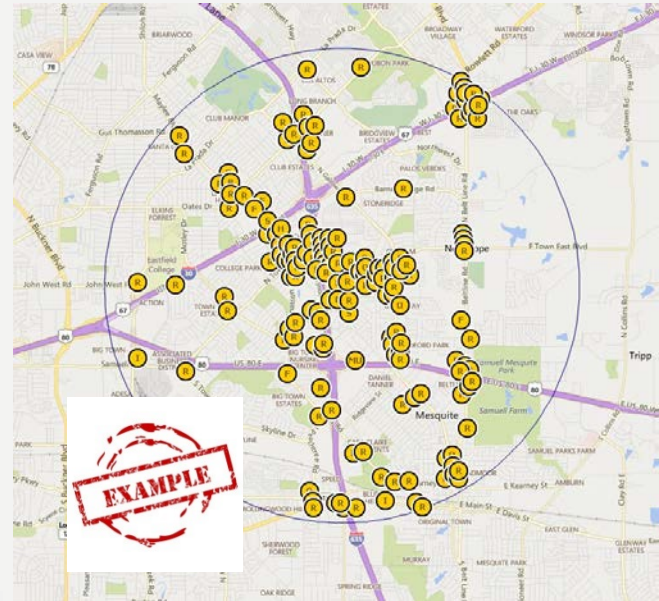
- Brokers
- Developers
- Business Groups
- Industry Groups





# ANALYSIS

- Market Needs
- Industry Trends
- Identify Gaps
- Available Real Estate
- Purchasing Power

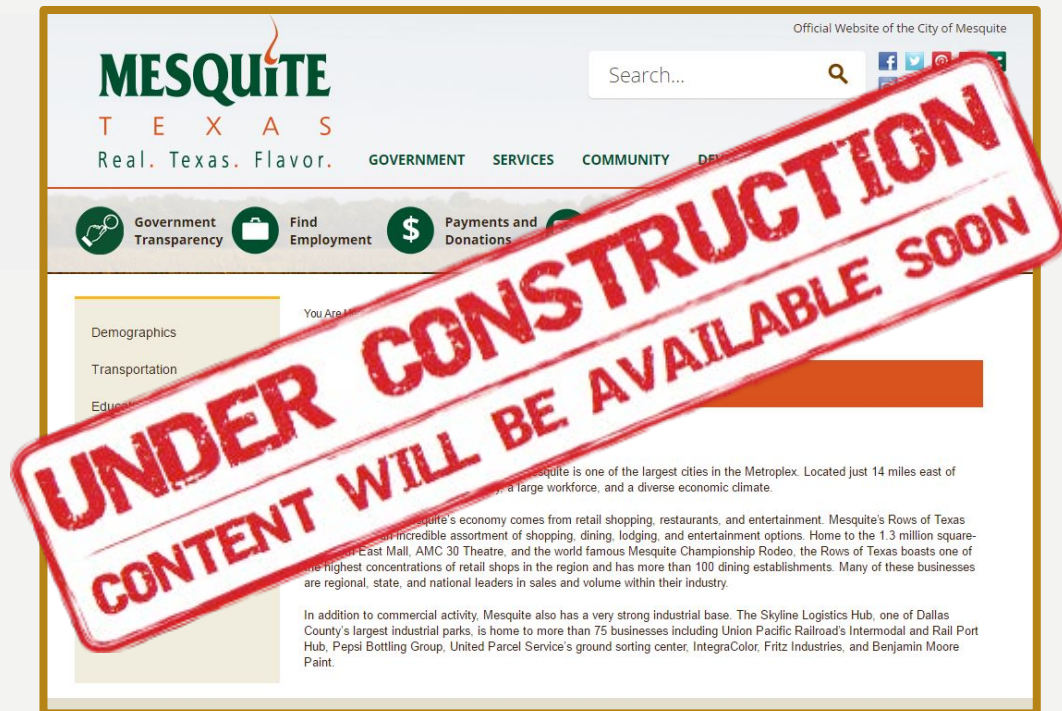


Household Expenditures	2015			2016 Projection		
	< 1 Mile	< 3 Miles	< 5 Miles	< 1 Mile	< 3 Miles	< 5 Miles
Total Annual Household	\$121,074,064	\$1,379,769,493	\$4,052,373,115	\$115,923,266	\$1,389,272,211	\$4,113,054,887
Average Annual Household	\$41,463	\$43,388	\$41,357	\$41,547	\$43,603	\$41,565
Food	\$5,401	\$	\$	\$5,335	\$5,550	\$5,340
Cereals & Bakery Products	\$408	\$	\$	\$400	\$409	\$401
Cereals & Cereal Products	\$143	\$	\$	\$142	\$147	\$143
Bakery Products	\$293	\$	\$	\$284	\$289	\$282
Meats, Poultry, Fish & Eggs	\$865	\$	\$	\$873	\$899	\$872
Dairy Products&Misc	\$342	\$	\$	\$344	\$359	\$347
Housing	\$13,586	\$	\$	\$13,647	\$14,269	\$13,700
Owned Dwellings	\$5,139	\$2,417	\$2,420	\$5,159	\$5,540	\$5,188
Mortgage Interest & Charges	\$2,630	\$2,809	\$2,617	\$2,506	\$2,671	\$2,493

Population	2015			2016 Projection		
	< 1 Mile	< 3 Miles	< 5 Miles	< 1 Mile	< 3 Miles	< 5 Miles
Total Estimated Population	7,980		12	7,702	94,045	291,247
Total Census 2010 Population	9,191		73	9,191	94,398	281,273
Population Change %	-13.4%			-16.4%	-7.8%	.3%
Population Density (People/SQ Mile)	3,729			3,681	4,713	5,338
Median Age	38			39	38	38
Total Males	3,909		14	3,790	46,100	142,703
Total Females	4,071	47,214	140,428	3,912	47,945	148,544

# MARKETING

- Real Estate and Demographic Data
  - *soon to be added to our webpages with **FREE** access to the public and our prospects!*
- Tours
- Trade Shows
- Presentations
- Regional and State Partner Events





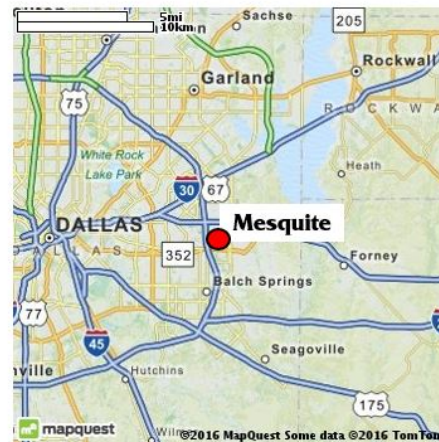
# PROPOSALS

Now YOU'RE on the TEAM!

**MESQUITE**  
T E X A S®  
Real. Texas. Flavor.

## Project –Anatomy of A Deal

Existing 300,000SF or Build to suit on +/-30 Acres  
Manufacturing & Distribution Center  
100 Employees – minimum 10 Engineers



Submitted to:  
Mesquite Chamber  
Member Experts  
8.25.16



# MOCK PROSPECT VISIT

LET'S GO GET 'EM!