

Business Attraction, Business Retention and Expansion (BRE), And Infrastructure Development Contract

Monthly Update
July 8, 2019



CITY OF
FAYETTEVILLE
ARKANSAS



Presentation at Rockhill Studios

Business Attraction

- Affirma Consulting from Bellevue, WA to open an office in Fayetteville -- SUCCESS
- Anchor leased 55,000 SF in NWA Mall. SUCCESS
- Made 46 contacts with various partners to bring awareness, interest, and projects to Fayetteville
- Worked on 1645 S Industrial Dr. Leased out. SUCCESS
- Responded to an inquiry from a site consultant on the former Mountain Inn property.
- Attended the Chicago Site Selectors Summit. Made 18 presentations to retail developers, tenant representatives, etc. SUCCESS
- Supporting Rockhill Studios to land a film production in Fayetteville.
- Promoted Fayetteville at the 2019 Walmart Manufacturers Summit

Business Retention & Expansion

Number of one-on-one visits year to date: 43

Business Retention & Expansion

- Had 72 direct contacts with 52 local businesses and organizations
- Completed 20 one-on-one visits with local employers; 17 reported increase in sales, remaining 3 have stable sales.
- 31 new businesses opened in May creating 60 FTEs
- Promoted 3 workshops and seminars
- Activities:
 - ✓ Made B2B referrals including business leads
 - ✓ Working on a retention project
 - ✓ Referred spaces for lease to local businesses
 - ✓ Promoted internships between UA students and local businesses
 - ✓ Provided technical assistance
 - ✓ Spoke to Arvest Bank Leadership class

Infrastructure Development

Infrastructure Development

- Workforce development activities
 - ✓ Regional Robotics Training Center is now open. SUCCESS
 - ✓ Started work on #2B Fayetteville Fall edition
 - ✓ As a result of the W/F Training Grants seminar, local businesses are now talking to the AR Office of Skills Development. SUCCESS
- COLI Q1 results out. Working on Q3.
- Attended board meetings – NWA EDD Workforce Board, IEDC International Advisory Committee, AEDC Partner meeting
- Community development
 - ✓ Art Walk in Kantz Center
 - ✓ Job coaching, job search, and job referrals
 - ✓ TheaterSquared announced fall program
 - ✓ Diversity and inclusion survey
 - ✓ Affordable housing with Public Facilities Board.