

Bonham/BEDCo 2019 'Top Ten' Development Accomplishment

December 1st marked the start of my eighth (8th) year here with the City of Bonham & BEDCo and since completing my first full year of service in 2013 it has been my pleasure to share with all of you what I have rather subjectively compiled as Steve's *Annual List of Bonham/BEDCo's Top Ten Development Accomplishments*.

I do this as a means of gauging how far I believe we have come in the past 12 months and as a compass to ensure we remain true to our course for the journey ahead in the coming year. Throughout the year those *'on the bridge and at the helm'* are constantly making necessary adjustments to our course & speed to offset the impact of any number of unforeseen variables.

With Fannin County's unemployment rate running at historic lows for more than 30 months now (*varying from 2.8% to 3.4%, let's call the average monthly rate 3.2%*) coupled with a modest but steady **growth in the size of the workforce**, and a consumer price index increasing 2.1% by almost any measure we/Bonham-Fannin County have enjoyed *very fair sailing weather* in 2019 and are very well positioned for an even better 2020! So, without further ado here is my 2019 list:

#10 You didn't see this *but* BEDCo (in close coordination with City and County leadership) responded to 2 **freight-rail leads** valued @ more than \$70 million in new capital investment, 300+ potential jobs **and** within weeks responded to yet another **\$20 million project leads** ~ three (3) projects were all in play collectively worth \$90 million and hundreds of good wage manufacturing jobs!! *Note: the short-line RR holding the track lease regrettably could not commit to serve these those two freight-rail prospects due to the condition of the track.* However, we *DID* learn that the updated **estimate for the cost to rehab the track** from Bells eastward to Bonham is **\$5.1mil** – an attainable investment with enough stakeholder participates. **{the one that got away}**

#9 2 social media **#DBmB** {Downtown Bonham means Business} campaigns (Jun/Nov-Dec + on-going) Small biz video features - *scripting, scheduling, filming, editing and more* all championed by our Intern!

#8 City neighborhood revitalization incentive program launched (*proceeds from Bonham Housing Finance Corp. sale of apt complex on Silo Rd*) **City's In-fill housing starts = 38 for 2018 & 19**

#7 sustained **Bonham Mfgs' Roundtable** (3 times CY '19) this remains our primary venue for B2B2C (Business-to-Business-to-City) information conduit & communications channel.

#6 City's comprehensive approach to update Bonham's **Development Process** (*retains The Sanchez Group*); Permitting, Codes, Ordinances (*presently underway*) significant BEDCo funding support & staff participation, planning, coordination and implementation of a developer focused **'Why Bonham?'** direct marketing initiative (*Jan - March 2020*) culminating in our first *Bonham Developers Conference* (**BonDevCon**) 1 & 2 (April & May)

#5 2 **Joint Workshops** (Feb & Nov) City Council-BEDCo Board updating progress and future 'next steps' on implementation of **'VisBon 2025'** ~ Visioning Bonham Plan 2017 - 2025

#4 Granted **Dairy-Manufacturers (D-M) Inc.** an 8 month extension to their Performance Agreement that they had requested due to the complexities of international trade and finance!

#3 **B-HAP, Bonham Housing Action Plan** (March 2019) Jointly funded by select members of our Bonham Manufacturers' Roundtable & the City of Bonham, with BEDCo staff facilitation

#2 **Northlake Controls** relocation, construction and opening of new Hi-tech facility Bonham Industrial Park (March 2019) Kudos to **Bonham Industrial Foundation** for the real estate sale, joint City (Labor) + BEDCo (Materials) for extending a wastewater utility line to serve the facility.

#1 **Trans Cable U.S. Cable Manufacturer** **'internal expansion;**' meaning it occurred within the facility's existing footprint. (*below market rate financina*) provided by **BEDCo/USDA Revolving Loan Fund** Loan resulting in

significant production capacity + 8 more hi-skilled/hi-wage jobs created over 2 years!!

Note the inter-connected and comprehensive nature of these items. They are the foundation for a successful 2020!

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