

Economic Development September 2007

Greg and I met with the transportation consultant, Alan Rodenstein. Greg had some revisions on the route that will go between cities and they were taking those suggestions back to try and incorporate into the final document. The route around the city was an extensive route that would greatly benefit many of our community members with stops at all major places in Angleton. Once they come up with a new “between city route map” we will get that to you.

We had a very productive conference at ICSC. We met with about 20 retailers, many of whom are very interested in Angleton. It’s interesting how 3 years ago, no one knew where Angleton was and now everyone knows exactly where we are. Our biggest need at this point is for a strip center where some of these places can locate and I will continue to work with the developers we have here to encourage them to do so. Nearly every retailer wants either a pad site or in a “power center” which unfortunately, we don’t have many pad sites and we don’t have any power centers yet. The great thing is that we are on their radar – the downside, as I remind you frequently, is that this is going to be a slow process for us. If we had a place for any of these retailers to even go into TODAY, it would be 120 days before they would even make the decision to locate in our market.

One of the best things about ICSC is that each participant receives a book called a Retailer Profile which gives specific information on what each individual retailer is looking for in market size, trade area, income guidelines, pad site info, etc. It also gives direct contact information for the brokers who represent them in their real estate transactions. With the help of some other people at City Hall, I hope to be able to create an e-mail database of the retailers that fit our market – those that would come to Angleton – and be able to send them periodic information on new strip centers, new available pad sites, etc. I had been able to set up a meeting with a broker from Staubach Retail – these are the big boys in retail – prior to going to San Antonio. Greg and I had a great meeting with him and he is excited about Angleton and even has some ideas about helping to get us developers in here with some resources that could speed things along for us. This meeting was definitely the highlight as Staubach is the leader in retail recruitment. I have already spoken with him once since we have been back and hope to get him into town in the next month or so.

We have updated Retail Outlooks and as always, businesses were surprised and very complimentary of our guide. I am attaching a pdf document and will have hard copies at the council meeting for you to see. I will be doing follow up letters in the next few weeks with the people we talked to and trying to get something going with our developers.

We continue to get lots of calls from developers / investment groups. Where we used to get 2 calls a week, we are beginning to get 2 calls a day. The hotel developers seem to be

the ones who have Angleton on their “radar” and they all seem to be scrambling to try to get here first. I will keep you updated as I hear more.

As always, let me know if you have any questions.