

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

Monthly Update  
June 10, 2019



CITY OF  
**FAYETTEVILLE**  
ARKANSAS



# Business Attraction

- Attended the ICSC ReCon-- SUCCESS
- Made 22 contacts with various partners to bring awareness, interest, and projects to Fayetteville
- Working on the Western Gas property for a perspective buyer
- Responded to space inquiries
- Made 5 presentations to retail developers, tenant representatives, etc.
- Provided former Marvin IGA building sale info to a perspective buyer
- Working with a digital media production company to potentially produce a documentary about movie production in Fayetteville and the region for the French audience in France.

# Business Retention & Expansion

Number of one-on-one visits year to date: 22

## Business Retention & Expansion

- Had 138 direct contacts with 82 local businesses and organizations
- Completed 3 one-on-one visits with local employers; all reported increase in sales. One expanded to Fayetteville.
- 32 new businesses opened in May creating 43.5 FTEs
- Activities:
  - ✓ Brought a Workforce Training Grants seminar to Fayetteville
  - ✓ Attended the Apprenticeship Forum
  - ✓ Made B2B referrals including business leads
  - ✓ Working on a retention project
  - ✓ Had 4 sector meetings
  - ✓ Promoted Export Series and other seminars/workshops
  - ✓ Provided technical assistance to new businesses
  - ✓ Promoted sites and buildings in ReCon

# Infrastructure Development

## Infrastructure Development

- Workforce development activities
  - ✓ Regional Robotics Training Center to open in June
  - ✓ #2B Fayetteville Summer Edition – completed
  - ✓ SNAP Work compliance program
- Community development
  - ✓ BetterVet Summit
  - ✓ UA Spring Internship program – completed
  - ✓ Job coaching, job search, and job referrals
  - ✓ Early Childcare Summit
  - ✓ Arts Corridor
- Financing Programs
  - ✓ Private loan financing
  - ✓ Opportunity Zones financing
- Made 258 contacts on activities and communicated with 39 partners.