

In spite of the holiday season, there was still a healthy amount of activity. New interest has been shown in existing industrial and office space as well as greenfield sites because of our lack of available inventory.

**Business Development Activities:**

- Cayti and I attended NCPA luncheon featuring Mark Davis on 12/17
- Sent real estate data to Project 5-Axis broker on 12/17
- Met with Project Backyard broker on 12/19
- Planning continues for upcoming DCI Mid-Atlantic trip
- Project Band Aid is making a site visit to McKinney tomorrow

**Projects:**

I worked on several new proposals and ongoing projects, but I do not have any that require board action this month.

**Miscellaneous Activities:**

- Salesforce has been purchased and I am working on implementation
- Attended Chamber Quarterly luncheon on 1/15