

New project activity was predictably slow over the last month, but the activity we had was promising. Potential sites were presented for three projects, and a site visit will take place next week for a fourth project. Chairman Lindsay, Board Member Johnson, Abby, Madison, and I attended the Bisnow Dallas Women of Real Estate event on December 16th. It was an informative event that featured a keynote panel comprised of Lucy Billingsley and her two daughters that are in the family real estate development business with her. ROI began outreach to site selectors for the familiarization tour we are going to host March 8-10. So far, the responses have been positive. The contract has been signed, and Impact Data Source is currently working on setting up MEDC's financial impact modeling software.

**Business Development Activities:**

- Five representatives of the MEDC attended the Bisnow Dallas Women of Real Estate event on 12/16
- I attended the NTCAR 2016 Broker Forecast in Dallas on 1/7
- I had lunch with Project Kringle and two commercial brokers on 1/7
- I attended the Weitzman-Cencor Annual Forecast breakfast on 1/12

**Projects:**

Project details will be discussed in executive session.

**Upcoming Activities:**

- Chamber of Commerce Quarterly luncheon – 1/28
- Dallas Regional Chamber Local Brokers' Day – 2/19
- TEDC Winter Conference – 2/24-2/26