



METROCREST  
CHAMBER OF COMMERCE  
ADDISON • CARROLLTON • FARMERS BRANCH

March 30th, 2023

Dear Mayor Glancy, City Council and City Staff,

We want to start by thanking you all for the continuous support of the Metrocrest Chamber of Commerce over several decades. We appreciate the partnerships and the mutual benefit our Chamber and your City receive. We know that the cities in the Metrocrest Region collaborate on so many fronts and have multiple shared resources, from First Responders to infrastructure projects, to Economic Development, etc. We also appreciate the opportunity to submit a budget proposal for the '23-'24 city budget. Having an economic development contract with each three of our cities helps us make sure we are serving each city with their specific needs. This year we are presenting a proposal, and we are also willing to have a conversation about ways we can specifically help the City of Farmers Branch and the region moving forward.

As far as deliverables are concerned, we would like to continue what we have been doing in the past and are willing to keep the same pay structure.

Deliverables:

1. Serve as an advocate for local businesses
2. Serve as an ombudsman for local businesses
3. Assist existing, new, expanding, and potential local businesses with City's procedures relating to permitting, land use planning, and similar activities
4. Provide City leads of possible business expansions, closings, and relocations to or from City.
5. Achieve an annual 10% growth of members located in Farmers Branch
6. Use of social media and marketing to help promote the City of Farmers Branch and its businesses
7. Conduct and complete unique business engagement visits with City businesses that are currently or would be eligible for Chamber membership
8. Provide business networking opportunities i.e. Networking Lunches, Ribbon Cuttings, Metrocrest After Hours.
9. Assist in training and educating future business and/or community leaders through various programs or events i.e. Economic Development Luncheon, Women's Business Forum

---

BUILDING BUSINESS. BREAKING BOUNDARIES.

1671 S. Broadway St. Office 7 · Carrollton, TX 75006 · (972) 746-5768 · metrocrestchamber.com



10. Engage in Government affairs with our Government Affairs Committee at the local, state, and national levels to advocate for our members located in Farmers Branch.
11. Support First Responders and City Staff through Annual Awards Ceremony
12. Develop and implement programs to increase the diversity in Chamber membership of Farmers Branch (i.e. minority business owners, women-owned businesses)
13. Provide an annual update to the City Council in writing and as a presentation to the City Council at a meeting of the City Council when requested by the City.
14. Host a minimum of two signature events in the City of Farmers Branch (i.e. in 2023 we have committed to host our two Chairman's Circle Events and our Leadership Graduation in Farmers Branch)

### **Service Fee; Payment Proposal**

1. We are asking to keep the structure we have used in the past. Equal quarterly payments for added membership, Membership Visits, and Intelligence Leads (please see table below).

### **Quarterly Invoice Calculator**

	<b>FY 23-24</b>
Membership Goal	+5
Membership Value Per Member	\$150
Membership Max	\$750
Visits Goal	15
Visits Value	\$50
Visits Max	\$750
Leads Goal	5
Leads Value	\$100



**METROCREST**  
CHAMBER OF COMMERCE  
ADDISON • CARROLLTON • FARMERS BRANCH

Leads Max	\$500
Additional Memberships or Visits	\$500
Maximum Invoice	\$2,500

2. Continued Support at our events supporting Farmers Branch and the entire Metrocrest Region (information in parenthesis is what the City contributed in the past three years)

- Ribbon Cuttings
- Two participants from Farmers Branch in Leadership Metrocrest (\$2400)
- Annual Awards (\$1000 Rising Star Sponsorship)
- Leadership Graduation (\$500 for Table)
- Economic Development Luncheon (\$750 for Table)
- Mayor's Forum (\$1000 Gold Sponsorship)

3. We are asking for an additional one-time payment of \$3000 for events that we host for the region that are unique to our Chamber. We are asking for these funds from each three of our cities to help aid in the rising cost of events.

- Women's Business Forum
- Leadership Metrocrest
- Mayor's Forum
- Economic Development Lunch

Thank you for the opportunity to submit this proposal. We greatly appreciate our relationship with the City of Farmers Branch. We are open to discussing different opportunities with the City and finding more ways that we can support our members and the business community. Please reach out if you have any questions or concerns about our proposal.

Sincerely,

Hayden Austin  
President & CEO  
Metrocrest Chamber of Commerce

---

BUILDING BUSINESS. BREAKING BOUNDARIES.

1671 S. Broadway St. Office 7 · Carrollton, TX 75006 · (972) 746-5768 · metrocrestchamber.com