

EDC, in partnership with Sierra Commercial Real Estate and through the creative talents of Sandia and Dublin Blue, has created a special geographical information tool that will appear on our website and give prospects and consultants an in-depth view into our local real estate offerings. Through the technology of Google Earth, our prospects can view available buildings in context with the surrounding uses. They can see the location of roads, stores, eating establishments, schools and residential areas. They can see the perspective of a building in relationship to the surrounding area. We will launch this tool officially in mid-May 2008.

EDC is also launching a targeted direct mail campaign, entitled "Engage Colorado Springs." A series of postcards each featuring a unique aspect of the community will be sent to more than 5,000 small to medium sized California companies, each within our target industry sectors. The campaign will accurately and overwhelmingly show California companies how they can move into a better business climate, save costs and enjoy a higher quality of life and standard of living by moving to Colorado Springs.

EDC's Marketing Team will be in San Diego for the 2008 CoreNet Spring Conference. CoreNet is an association of economic developers, corporate real estate executives and site selection consultants. We will be there to promote Colorado Springs to decision makers in the real estate industry.

In the past month the Marketing Team has conducted two prospecting trips to Southern California and Chicago. On the Southern California trip, Dave White was joined by EDC CEO Mike Kazmierski, Stan Kensinger from Olive Real Estate, and Michael Hajek from Gerald Phipps Construction, in which we met with 20 prospects and consultants. Seven of the visits were specifically prospect related. On the Chicago trip, Dave White was joined by Scott Bryan of Bryan Construction. We met with 12 prospects and consultants, five of which were prospect related.