



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

February 14, 2013

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: February 19, 2012 MEDC Board Meeting; BREP Report/Update

### **Business Retention & Expansion Program**

BREP continues to be on the busy side. We have had a couple new calls since last we met and will be discussed and shared later.

Along with the day to day, Jim is guiding me in putting a bit more structure into our BRE Program. Please see the attached program "package" that includes:

- Program description
- Major Employer Visitation Surveys
- Industry Appreciation
- Monthly and/or Quarterly Roundtables
- Local Wage & Benefit Survey

We are working toward implementing the program now and going forward. Many of the components and elements are being worked, but not to the degree of formal documentation. This will certainly make the program more robust, accountable and more importantly, documented. It will be good to have as a part of our organization.

Following is an update on previous expansion projects that are still in progress. Here are some quick points:

Traxxas - the distribution center is nearing completion on the exterior and City permits have been issued for the office/business complex

Encore - Plant 6 is operational, but still needs one more component to meet its full production capability. In speaking to Todd Clayton, VP Facilities Engineering, they are a few weeks out and all is going very well. I asked when they were going to do their next expansion and he said, "Well, we're about done with this, time to start the next!" So, we wait...

Raytheon - Renovation project still in the works. CO date has been pushed from first of May to first of June.

Manner Plastics - Raj Bhargava, says schedule is going well and they are happy with H&W work progress. The plan is still to be up and running by the end of March.

Popular Ink - Move into the Redbud address is complete and they are still dialing in their new machine No. 2. Dru and Ray are hard at it and the business is doing very well.

## **Emerging Technology**

Last month I shared that our very first ET company, Perfectly Green Corporation was getting set to deploy their technology and at that meeting the MEDC Board approved their expansion project. Since then, they have been hard at work in two major ways; one is getting unit number one installed and operational and the second is meeting one on one with potential users around the community. I am happy to announce that has happened, and McKinney's own Franconia has launched the first unit. (See attached press release) And on the meetings, PGC already has six executed LOI's in hand they are working on and four more out for consideration. Their number two unit is in production and is scheduled to be operational within the next sixty days. All this activity is strategically being done right here in McKinney.

A number of our other past and recent Emerging Technology companies are one by one... getting going! The following list shows status updates of the Program since inception:

New Toy/Zynga - 2010 New lease still under negotiations at the Cotton Mill

Servery - 2011 ET program start, ending Mach 2013. Still in development.

Biscotti - 2011 start. Commercialization begun.

LocalHitz - 2012 ET Program start. Commercialization begun and new product development.

Curious Complex - 2012 ET program start. Product still in development.

CredSystems - 2012 ET program start. Commercialization begun.

HIE Electronics - 2012 ET program start. Product still in development.

HealthQuest - 2012 ET program start. Just getting into commercialization with new product.

Adventure Pilot - Program begins February 2013. Commercialization under way.

**In the Pipeline:**

Hot = Near closing - 1

Warm = Working - 10

Cool = Unlikely, but continue to work - 2

Cold = Very Unlikely, but continue to stay in contact - 6

(Specific details and new opportunities will be discussed in Executive Session)

The Team here continues to work hard in promoting our wonderful community. These are exciting times and we are blessed to be a part of McKinney!

Respectfully Submitted,

John Valencia

Director of

Business Retention, Expansion & Emerging Technology

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