



Economic Development Highlights President Auterson May 2017

Prospect Activities:

- **We should be very close to having a signed legal agreement with Project Red River. The attorneys have been working diligently to nail down final details. The company has obtained approval from the P&Z Commission to rezone the site & City Council is expected to approve the request next week. Despite the delays in execution of the agreement, we still anticipate a summer groundbreaking.**
- **The KDC Team has been working on some site design concepts & plans for new signage at the Gateway site under the terms of the MOU. We will have our first opportunity to review some concepts on 5/18. Our attorneys are working on the structure for the Master Development Agreement. It appears we will get good cooperation from TxDot & NTTA regarding directional signage. KDC is also working with a branding firm to create some marketing strategies.**
- **Project Fox III has a number of moving parts but appears to be progressing rapidly. The company has responded quite favorably to the offer letter & there is a meeting on 5/11 to discuss some final details. As soon as the offer is accepted, our attorney will finalize the incentive agreement.**
- **The spec light industrial development RFP that was disseminated on April 14th has stimulated a lot of discussion & several inquiries from developers. The pre-submittal conference is scheduled for 5/10 & we expect there could be quite a few in attendance. The deadline for proposals is June 1st. One of the developers that will likely submit a proposal has also expressed an interest in doing more speculative development in McKinney & will be back in town for a meeting on 5/11.**
- **Will be bringing Project BPA before the MEDC Board on 5/16 to consider an incentive for development of a small, light industrial type business campus. MEDC assistance will likely be sought for both the proposed development project & for infrastructure development.**

Business Retention/Expansion Program (BREP) Activities:

- Working with a McKinney company under project name Caliente. We will be bringing an expansion project recommendation to the MEDC Board on 5/16. This project is being proposed in coordination with Project BPA as both projects are in the same area & would require infrastructure improvements. The project will involve light industrial & headquarter operations along with a spec office component.
- Recently received great cooperation from Playful Corp., Popular Ink & Vazata in filming some testimonial videos regarding the business opportunities in McKinney. We are very grateful to these companies for expressing their positive experiences working with MEDC & the City.

Entrepreneurial Activities:

- Have met a couple of times with the leadership from the WERX regarding the MEDC Board's action in April. The future direction or survival of the WERX is still unclear.

Marketing/Promotion/Connections Activities:

- Made presentations in late April to the Collin County Realtors Association & the Plano Sunrise Rotary regarding MEDC's strategic planning process & major project initiatives.
- Have been working with the City's marketing team to develop some promotional/testimonial video footage to celebrate National Economic Development Week, May 8-12th. These testimonial videos will soon be available on the MEDC website. In addition to testimonials from Playful, Popular Ink & Vazata previously mentioned, we also have testimonials from Bill Guthrey (KDC) & Tony Ruggeri (ATR/Corinth) touting why they like working with MEDC & the City.
- We also have some footage about our strategic vision & major projects, including a segment of #seeMcKinneywithme on the City's Twitter page (@CityofMcKinney) showcasing the Gateway initiative, a behind-the-scenes look at the Spec Industrial RFP Pre-Submittal Conference held on May 10, and an opportunity to share at the McKinney Chamber Investor Partner VIP Event on May 10.

Research Activities:

- Held strategic initiatives work sessions with Allison Larsen (Tadzo Consulting) on 4/26-27th to further develop the tactical elements, metrics & budget requirements for completion & implementation of MEDC's 5 year strategic plan. The plan documents have been circulated to the board for review & input & will be discussed at the 5/16 board meeting.

Other:

- Conducted phone interviews with nine Business Development candidates the week of May 1st & have narrowed the field to four. Personal interviews are scheduled for May 18th & 19th.

- **Have finalized a job description for an MEDC Marketing & Research Manager in coordination with CoCo Good. The job description is under review by the HR Department & we will seek to expedite approval, posting & recruitment to fill this position as it will be critical to the effective implementation of our strategic plan.**



City of McKinney Proclamation

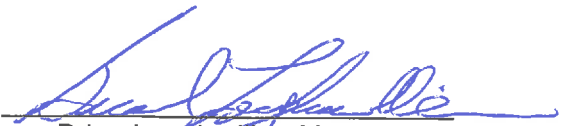
- WHEREAS,** the International Economic Development Council is the largest professional economic development organization dedicated to serving economic developers; and
- WHEREAS,** the McKinney Economic Development Corporation promotes the economic well-being and quality of life for our community by creating, retaining, and expanding jobs that facilitate growth, enhance wealth, and provide a stable tax base; and
- WHEREAS,** MEDC and the economic development staff are engaged in a wide variety of settings including rural and urban, local, state, provincial, and federal governments, public-private partnerships, chambers of commerce, universities, and a variety of other institutions; and
- WHEREAS,** MEDC and the economic development staff attract and retain high-quality jobs, develop vibrant communities, and improve the quality of life in their regions; and
- WHEREAS,** MEDC and the economic development staff work in the City of McKinney within the State of Texas.

NOW, THEREFORE, I, BRIAN LOUGHMILLER, BY THE POWER VESTED IN ME AS MAYOR OF THE CITY OF MCKINNEY, TEXAS, DO HEREBY PROCLAIM MAY 8-13, 2017 AS

ECONOMIC DEVELOPMENT WEEK

IN MCKINNEY, TEXAS.

WITNESS MY HAND AND SEAL THIS THE 8TH DAY OF MAY 2017


Brian Loughmiller, Mayor

ATTEST:


Sandy Hart, City Secretary

