



McKinney Economic Development Corporation

Darrell Auterson – President/CEO

August 2017

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Met with representatives of Order 66 Toys in response to a concern that the company plans to move their operations out of McKinney to Allen. The company is expanding into Allen but plans to keep their McKinney location. Facilitated a meeting with CVB & other City staff to assist with efforts for attracting a major convention to the Sheraton.
- Independent Bank (Project Llama), announced plans to construct a 150,000 class A corporate headquarters facility in Craig Ranch. The details of the incentive/380 agreement are being worked out. The project will bring some significant office presence/scale along the SH 121 corridor and contribute significantly to the job & tax base of McKinney.
- An offer letter has been presented to Project Lilly for a proposed expansion project. The company is currently evaluating the options for accommodating their growth needs.

B. Business Attraction

- Conducted a prospect/site tour on 8/1 for Project Kiwi. This project represents a capital investment of around \$40 million & 145 jobs. The Dallas Regional Chamber is spearheading the search process.
- Met with developers of the proposed Village at McKinney project & opened a conversation about the potential for a class A office component & how MEDC might help facilitate that option. The company is currently working through a number of planning issues but has indicated the level of development interest in McKinney has grown substantially in recent months.
- Currently working with the Dallas Regional Chamber on a trade mission to London/Paris in September. In addition to the appointments being planned as part of the regional mission, I am organizing McKinney presentations with London and Partners/London Co-Investment Fund to



introduce DFW/McKinney to a number of technology companies with interests in expanding operations into the U.S.

- Met with Whitestone REIT representatives this week. Whitestone recently purchased Eldorado Plaza & is interested in other potential acquisitions in the area. Arranging introductions to City & MEDC staff to assist with identifying other opportunities in McKinney.
- Met with Johnathan Probst (Trammell Crow) to keep them apprised/interested regarding development in McKinney. They will be competing for development of the Independent Bank project along with numerous others from around the region as Independent Bank has selected Avison Young to facilitate a process for the bank to recruit a development partner.

C. Entrepreneurship

- We have a scheduled meeting with the WERX group & the Dallas Entrepreneur Center (DEC) to discuss a potential collaborative model that could bring greater stability/potential for the entrepreneurial ecosystem in McKinney.

D. Competitiveness

- Have commenced negotiations with Hunt Southwest for development of their spec industrial project. An incentive offer letter is being tweaked & Mark Houser & I are in regular communications with Preston Herold to keep the project moving forward in a timely fashion. The other spec development proposers that were not selected for this project have also expressed continued interest in developing in McKinney. In fact, I will be meeting with Greg Nelson of Sentinel Capital today to discuss their potential plans for moving forward with development on a site near the airport.
- Working on the draft MDA for Southgate & will be meeting with the KDC team today to go over the proposed development milestones & timelines. Negotiation & execution of the agreement will be completed by November. The final version of the new Southgate logo & color scheme will be presented at the August MEDC Board meeting for approval & subsequent rebranding.



Marketing/Promotion/Connection Activities:

- MEDC sponsored the BisNow 121 Corridor event on 8/8 & moderated one of the panel discussions. This was very good exposure for McKinney as over 400 were in attendance & feedback implied this was the best event of the year. We will also be sponsoring an upcoming data center BisNow event.
- MEDC staff met with representatives from Atmos Energy to express appreciation for their prompt assistance on responding to industrial inquiries.
- Now holding monthly meetings with MEDC Council liaisons.
- Attended a Team Texas event at Globe Life Park on 8/1, the TexasOne Investors luncheon in Austin on 8/2 & the LegacyTexas Bank reception on 8/7.
- Attended the MEDC Board Candidate interviews on 8/2. The room was filled with many highly qualified candidates.

Other:

- Have selected a candidate for the Director of Marketing & Research position & she will commence employment with MEDC on 8/28. Currently conducting phone interviews with eight candidates for the Business Development Director position.
- Participated in the City Council's Budget Work Session on 8/4. The MEDC 2017-18 budget request will be on the August agenda for MEDC Board approval & does include all the supplemental requests recommended by the MEDC Finance Committee.
- Met with representatives of Si Energy as they are exploring expanding into this territory.

BISNOW 121 CORRIDOR DEVELOPMENT UPDATE

Plano, TX | August 8, 2017



MEDC Board Members and Staff in attendance: J. Valencia, D. Auterson, A. Liu, M. Clark, with Board Members R. Clark and K. Sipiora.



D. Auterson moderated the discussion regarding the status of the 121 Corridor. David Craig of Craig International was a speaker at the event (second from left).



A. Liu, Board Member R. Clark, D. Craig, Board Member K. Sipiora, and City Manager P. Grimes attended BISNOW on the 7th floor of One Legacy West in Plano.