



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

January 13, 2016

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: January 19, 2016 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

On December 31st DBJ announced that McKinney-based Mycon General Contractors Inc. has acquired a 46,000-square-foot building at 17311 Dallas Parkway, just south of Trinity Mills Road in Dallas for its new headquarters. The general contracting firm plans to upgrade the building for its new corporate home.

I worked last year with Charlie Myers, President and CEO on his needs for a bigger and nicer building here in McKinney. Even offering Gateway and Craig Ranch as options for building new. To build new, it would take too long and finding available space in McKinney did not exist for him, thus this move to Dallas.

Project Forefather group has decided that their expansion will be smaller than originally planned and will not be seeking any further effort at this time.

On the Expansion side, we continue to have discussions with the same three companies considering expansions that I reported last month. The Pre-pre-development meeting with the City team and one of these companies on December 3rd was very productive and in speaking with them last week, follow up will be forthcoming, as there is significant progress. I continue to follow up on the other opportunities.

Of the 27 acres MEDC still owns in the Bray Central area, now only 14 of it remains available and continues to have looks and interest.

Emerging Technology

At this time, we have four (4) active companies in the Program. They are: Sure Shot Media, Pest Routes, Health Quest and Munzee. We do have a few companies that are "on deck" so to speak in the application and vetting process. The Werx is generating a lot of this activity and 2016 looks to be a very active year in this space.

Boss Fight Entertainment continues to grow. They now have 48 employees and continue to add to their Team. Recent talks with the Cotton Mill are regarding adding an additional 1900sf of space. Last month their latest game "Dungeon Boss" was named to Apple's "Best Game of 2015" list!

Playful Corp. continues to grow too. They are up to 39 employees in their new space and had great press at the Consumer Electronics Show (CES) in Las Vegas with the partnership with Oculus. Take a moment and see these news pieces:

<https://news.google.com/news/story?ncl=dxuSFECm36WWDpM9vEuyetNK3sYjM&q=lucky%27s+tale&lr=English&hl=en&sa=X&ved=0ahUKEwiZ4qjdnoXKAhUO WMKHaz DrlQggIiKDAA>

The Werx in McKinney

This month marks the one year anniversary of The Werx and as such, they will be reporting to The Board their one year performance review. John Minnis, MEDC appointed Werx Board Member will be presenting. Attached is the 2015 Overview for you to brief.

Currently The Werx has 30 Resident companies with 44 people working there. If you still haven't visited The Werx, I invite you to do two things; first, check out the website www.mckinneywerx.com and while there, take a particular look at the EVENTS & CALENDAR and NEWS tabs, then second, come by and visit. This will give you a chance to see The Werx in action. And don't hesitate to speak with the residents. Not only is the space exciting, but it's the residents that make it Werx!

75 Construction

Although this was reported in November:

The project is wrapping up. The main lanes of 75 are complete or nearly so. The frontage roads are complete or nearly so. The Eldorado, Virginia, and White intersections are all nearly complete. Soon it will only be punch list items, striping here and there, pedestrian rails, painting, sod, etc. The temporary concrete batch plant at the NW corner of White and 75 is being dismantled and removed. I can't think of any major milestones coming up.

... work still continues. Since last we met, there was just one Construction Communique sent out. You see it attached for your review.

The Team here continues to work hard in promoting our wonderful community. These are exciting times and look to have a great 2016!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology
MCKINNEY ECONOMIC DEVELOPMENT CORP.



WERX 2015 Overview

Residents Report

Currently: **30 companies** comprised of 44 people

To date : 51 companies total resided at WERX in 2015

Graduated to Offices in McKinney:

1. PestRoutes (May 2015) -10 employees
2. Christian Vison Global (August 2015) - ?
3. StrateqHealth (January 2016) -8 employees , expecting to add 2 more in 3 mos)

Events and programming 2015

48 - Werx Open Coffee Hours (open to the public networking)

49 - McKinney Networking Meetings

6 - Enterprise Club Meetings with the Hispanic Chamber of Commerce

14 - Speaker Series presentations & Lunch-n-Learn sessions

2 - SMU Guildhall Student Tours

2 - WERXshops series (1- 6wk series & 1- 12wk series)

1 - Crowdboarders Workshop

8 - Werx Resident Happy Hour Event

- Code Launch App Challenge Announcement Event
- Re-Werx Grand Opening Event
- UTA Engineering Entrepreneurs Group meeting
- Tech Talk Roundtable Luncheon
- SATUS Project Young Entrepreneur Accelerator (3wk, 6 workshop program)
- Free Co-working Week (x2)
- SBA InnovateHER Local Competition
- Hot Tech Chili Cook-Off Event w/TUPPs Brewery & Love Life Foundation

Upcoming Fundraisers & Events:

Mar 30th 2016 - "Corporate Family Feud" Community Luncheon Event

June 2016 - "Innovate McKinney Local Startup Contest" with McKinney Chamber

July-Aug 2016 - "Young Entrepreneurs Summer Accelerator Camps"

Sept 2016 - "World Class Speaker Event"

Oct 2016 - "2nd Annual Hot Tech Chili CookOff Fundraiser"

Tracked Volunteer hours:

Oct : 94 hrs

Nov : 136 hrs

Dec : 39 hrs

Currently Werx includes:

25 Mentors (Werx Network)

30 Investors (Werx Network)

30 Resident companies (44 people)

6 Board members

1 Onsite Volunteer (Cindy Johnson)

1 Volunteer Summer Intern

Current Corporate Sponsor Partners:

McKinney EDC

Primo Microphones

TUPPs Brewery

First United Bank

Sheraton McKinney

The Agency Partner

Raytheon

Market Street

KLAS Products

Community Partners:

[The Grove](#)

[UNT : Innovation Greenhouse](#)

[The DEC](#)

[NoD Coworking](#)

[Genius Den](#)

[University of Texas at Dallas](#)

[SMU GuildHall](#)

[Genesis Investments](#)

[Launch DFW](#)

Successful Company Info:

Pest Routes

PestRoutes optimizes your pest control office. PestRoutes was designed specifically for pest control companies. It has been engineered from the ground up to: increase your customer base, decrease costs, and improve customer retention. See how PestRoutes' complete office management software can help you:

Projections/current state:

- Graduated out of Werx in May 2015, into private office in McKinney, MEDC Emerging Tech Program.
- Currently 10 employees (2 are students working currently full time, but toggle between full time and part time with school schedules) plan to add another customer service/tech support rep in the next 2 months.
- ~120 pest control offices currently using PestRoutes nationwide
- Projected Revenue is between \$650,000 and \$750,000

TeacherTube

TeacherTube is a website for all the resources you need to know about math, art, educational videos, economics, physics, chemistry, biology, medicine, finance, history, and more. We provide it all for FREE. Watch, read and learn more about education content, Common Core, Texas Essential Knowledge and Skills TEKS

Projections/current state:

- Currently 5 employees (3 are full time, 2 are contracted services). Plan to add an additional full-time developer and education content specialist in 2016.
- TeacherTube has 1.5 million community members.
- Projected Revenue is ~\$750,000 for 2015.
- \$250,000 in capital raises
- June 1, 2015 launched first phase of paid membership and expansion plan.
- Established 9 executive directors within the continental U.S. with 30+ trained TeacherTube Specialists (TeacherTube Trainers).
- Projected Revenue is ~\$1,500,000 for 2016.

Ziggli

Ziggli is a unified, secure business communication platform with centralized management. Ziggli gives the end-user a powerful platform to effectively and efficiently communicate while providing a secure architecture with management tools for the company.

Projections/current state

- Currently 3 full-time employees, Projecting 6 in 2016.
- Funding raised: \$265K to date.
- MVP completed on Jan. 2015
- Release I - Mobile iOS platform will be out in the Apple App Store in a few weeks.
- Release II - Launch of Android, Desktop, and business administration application is scheduled for Q1 of 2016.

- Release III - Completed Web and OS X platform launch along with Enterprise Server release Q4 of 2016
- Projected revenue for 2016 is \$2MM.

John Valencia

From: Daniel Still on behalf of Construction
Sent: Wednesday, January 6, 2016 5:48 PM
To: Construction
Subject: U.S. 75 Closures on January 7 in McKinney

As part of the ongoing TxDOT project to widen U.S. 75 from the Sam Rayburn Tollway (SRT) to White Avenue in McKinney, TxDOT has informed the City of the following closures:

Southbound U.S. 75 Exit Ramp to the Frontage Road South of Virginia Parkway to be Closed on January 7

Weather permitting, TxDOT plans to close the southbound U.S. 75 exit ramp to the frontage road just south of Virginia Parkway from 9 a.m. to 3 p.m. on Thursday, 1/7, to perform curb repairs. During the closure, drivers can exit at Virginia Parkway or Eldorado Parkway. The U.S. 75 main lanes and frontage roads are expected to remain open throughout the day.

Southbound U.S. 75 Entrance Ramp North of Eldorado Parkway to be Closed on January 7

Weather permitting, TxDOT plans to close the southbound U.S. 75 entrance ramp located north of Eldorado Parkway from 9 a.m. to 12:30 p.m. on Thursday, 1/7, for painting. During the closure, drivers can enter the U.S. 75 main lanes south of Eldorado Parkway. The U.S. 75 main lanes and frontage roads are expected to remain open throughout the day.

As a reminder, this TxDOT construction project to widen U.S. 75 from the SRT to White Avenue in McKinney to four main lanes in each direction and three frontage road lanes in each direction will provide much needed extra capacity through McKinney. The project is nearly complete.

Please be safe when traveling through the work zone and always observe traffic warning signs. If you have any questions, please contact Danny Still at (972) 547-7631 or dstill@mckinneytexas.org. Thank you for your cooperation.

Get regular construction updates by signing up to receive [our weekly newsletter](#), on [our website](#), or by following us on [Facebook](#) and [Twitter](#).

You are receiving this email because you signed up to receive construction updates regarding the U.S. 75 improvement project in McKinney, Texas. If at any time, you no longer wish to receive these updates, please send an email to construction@mckinneytexas.org to request that you be removed from the list. Thank you.