



Economic Development Highlights President Auterson June 2017

Prospect Activities:

- **An announcement regarding PACCAR's Dynacraft project in McKinney was made in May & activities continue as we work toward a July 12th groundbreaking. The incentive agreement has been fully executed & legal counsel is finalizing the City's 380 agreement.**
- **The KDC Team has refined the preliminary site design concepts for the Gateway site & we currently have two sizeable office prospects evaluating potential locations at the site. KDC will be presenting a formal proposal to one of the prospects in mid-June. The next project team meeting with the KDC Team is scheduled for June 22nd. We are also currently reviewing the first draft of the MDA document.**
- **We recently received an executed agreement for Project Charlie 2016 & will be working with the company to organize an appropriate announcement.**
- **We received five (5) responses to the spec light industrial development RFP on June 1st. Respondents include Hunt Southwest, Sentinel Capital, Dalfen America, Bradford Development & Port Logistics Realty. Our project review team is working with the City's Purchasing Department to upload the proposals into the Bonfire system to perform an evaluation process similar to that done with the Gateway RFQ's. Our plan will focus on inviting finalists to the July MEDC Board Meeting for formal presentations & questioning.**
- **We are working on some major prospect inquiries including Project Flying Eagle 25 for which several community leaders prepared some community video footage to be part of the response package that was submitted on 6/2.**

Business Retention/Expansion Program (BREP) Activities:

- **Working with Projects Fox III & Fishing which are both major expansion projects. Incentive agreements have been finalized & are under company review.**

Entrepreneurial Activities:

- **Have met with the leadership from the WERX & Collin College regarding the status of the RI6 grant. Additional meetings are planned to insure fulfillment of the grant requirements are achievable. MEDC has a financial commitment toward the grant project.**

Marketing/Promotion/Connections Activities:

- **MEDC staff participated in TexasOne's trade mission to Shanghai, China recently as an important component of our Asian international business development strategy. Staff will be attending the IAMC Forum & Tech Week in the UK June 10-17th. MEDC will also be participating in the SelectUSA Summit in Washington, DC June 17-20th.**
- **MEDC staff participated in the Addison Economic Development Luncheon on June 2nd to hear the head of the Dallas Federal Reserve discuss growth trends in Texas. Much was said about the robust economy, particularly here in DFW. Attracting, developing & sustaining the talent pool to fuel our growth was a strong theme in the conversation.**

Research Activities:

- **The MEDC Board approved the 5 year strategic plan at its May meeting & the plan is being presented to the City Council on June 5th.**

Other:

- **Have completed the recruitment process for a new Business Development Director. Our employment offer has been accepted but there remain background checks & drug screening procedures to complete. The candidate is scheduled to join the MEDC Team on July 10th & we will coordinate an announcement soon. Recruiting is underway for the Marketing & Research Director position with a June 9th closing date for applications. We have received over 60 resumes thus far.**
- **Have submitted preliminary FY 2017-18 Budget numbers to the City's Finance Department & currently awaiting a meeting with the City Manager to discuss some supplemental requests for personnel.**