



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

September 13, 2012

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: September 18, 2012 MEDC Board Meeting; BREP Report/Update

MEDC General Activity on my Desk

Since last we met, time continues to be spent on much follow up on some new opportunities to be discussed later.

On August 29th Abby and I attended the NTCAR (North Texas Commercial Association of Realtors) at the Sheraton in downtown Dallas. This was an expo and MEDC had the opportunity to set up our booth, along with 107 other exhibitors and market McKinney. The timing couldn't have been better as we had just received our No. 2 designation and that's all we had to say to guests! And it told it all!!! There were over 1800 in attendance so it was a well served event. We were able to hand our marketing materials and our promotional tape measure and share that... "Nothing measures up to McKinney!!!"

The communication effort with the property and business owners along 75 continues to be a process with very good success and progress. I continue to meet with City staff and business owners to assist in the communication effort. It does seem to have slowed down on the calls. Not completely of course, and actually some calls are not related to 75 but rather Eldorado Parkway/Industrial and Hwy 5 intersection. Fortunately they are stripping this week, so when you read this, it could very well be done!

In general we continue to have a lot of activity here at the MEDC. Following is a brief update in the particular areas of work

BREP

During this calendar year there have now been six BREP designated proposals to the Board. Of these, two are in progress, two are pending and two did not qualify. (Specific details and new opportunities will be discussed in Executive Session)

In the Pipeline:

Hot = Near closing - 1

Warm = Working - 10

Cool = Unlikely, but continue to work - 3

Cold = Very Unlikely, but continue to stay in contact - 2

Unknown = Status unknown, lost or fell out of touch for the time being... - 6

Suffice it to say, I'm keeping busy.

Emerging Technology

A number of our past and recent Emerging Technology companies are one by one... getting going, getting moved in, rescheduling and in one case, falling out. We have been kept busy getting all the legal documents in order and the processes in place.

Of the now 10 presented to the Board this calendar year, here is their status: 5 fully engaged; 2 are delayed and rescheduling; 2 did not make the vetting process and one fell out. (Specific details and new opportunities will be discussed in Executive Session)

Note: of the ten mentioned in the Pipeline above in the "Warm" category, five of them are Emerging Technology opportunities.

Abby and I continue work hard and promote 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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It takes to culture.

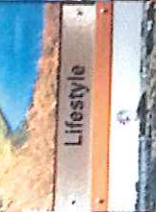


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