



## McKinney Economic Development Corporation

Abby Liu, Executive Vice President

August 2018

### Strategic Plan Management & Communicating Results:

#### A. Business Retention & Expansion

- Staff and McKinney Team continues working on Project Todd.
- Assistant City Manager Barry Shelton and Staff continues working with PACCAR/Dynacraft to provide assistance for the construction underway, incentives and/or others.
- Staff continues working with Project UV for the potential expansion in response to US-China New Trade Policy. Staff hosted a meeting for the related parties to meet with the company President on August 13.

#### B. Business Attraction

- City Manager Paul Grimes, Assistant City Manager Barry Shelton, MCDC President Cindy Schneible and Staff attended a retail meeting focus on the restaurant attraction at Southgate on July 24.
- Legal Counsel Houser and Staff continues working with Project Knowledge and Project Sunny for the development of MEDC-owned 13 acres land.
- Development Services Executive Director Michael Quint/Team and Staff hosted a conference call with the developer of Project Eagle to provide the assistance to work with a potential project interested in McKinney on July 26.
- Staff worked with the Project Sunny executive in China to attract the company to move to McKinney and hosted an international conference call on August 7.



- Project Treasure Island is a lead after Staff's participation of SelectUSA Summit in Washington DC on June 20-22. Staff arranged a meeting between Project Smart and Treasure Island executives in Taipei in July. Project Treasure Island executive visited McKinney from Taiwan on August 7 & 8. Business Development Director Coleman and Staff hosted the visit. Project Treasure Island is interested in MEDC Global Soft Landing Program.

### Marketing/Promotion/Connection Activities:

- Staff met with two site selection consultants specialized in industrial prospects at Rick's Chophouse on July 18. Staff was connected with the consultants at the attendance of ECONOMIX in Frisco on May 17 & 18.
- Business Development Director Bruce Coleman and Staff hosted a lunch meeting with two Vice Presidents at HKS Architects at Rick's Chophouse on July 23. Staff has been in partnership with HKS Architects for new business attraction.
- Staff attended the Education and Workforce Focus Group hosted by McKinney Chamber on July 24. Methodist McKinney Hospital/MEDC Board Member Joe Minissale served as the Focus Group Chairman. The Focus Group Meeting was well attended including Chamber President Lisa Hermes and representatives from McKinney businesses. It was a productive meeting.
- Administrative Assistant Deana Smithee and Staff attended MEDC Board Member Applicants Interview at City Hall on July 25.
- Staff attended the last MCDC Board Meeting as the Interim President to present MEDC updates on July 26. Staff shared with MCDC Chairman and Board Members the excitement from MEDC Board/Staff for the new MEDC President Peter Tokar III coming on board on July 30.
- Business Development Director Bruce Coleman and Staff hosted a lunch meeting with the Vice President at Halff on July 30. Staff has been in a successful partnership with Halff for new business attraction.



- Staff joined the first Marketing meeting led by President Tokar on August 2. The meeting attendees included City Communications & Media Specialist Michelle Feldker, Business Development Specialist Madison Clark and Staff.
- MEDC hosted a Welcome New President Peter Tokar III at Rick's Chophouse on August 9. Mayor/City Council, MEDC Chairman/Board Member, MCDC Chairman/Board Members and Staff attended. MEDC plans to host a bigger New President Tokar Welcome Reception to extend the invitation to the community and business leaders in McKinney in the coming weeks. |