



## McKinney Economic Development Corporation

Abby Liu, Interim President

April, 2018

### Strategic Plan Management & Communicating Results:

#### A. Business Retention & Expansion

- Staff held a meeting with VanTrust executives, Assistant City Manager Shelton and Development Services Executive Director Quint to discuss the potential new development opportunities in McKinney at City Hall on March 26.
- City Manager Grimes hosted a meeting with Assistant City manager Shelton, Staff and Beck executives to discuss the updates of Sheraton Hotel and Southgate development.
- Staff continues working with Chairman Burress, City Manager Grimes, Assistant City Manager Shelton and Legal Counsel Houser to respond the request from Hunt Southwest. A Hunt Southwest meeting was held at City Hall on April 4.

#### B. Business Attraction

- Staff hosted a site visit as well as a lunch meeting with Project Sunny executives and the real estate broker on March 22. McKinney was selected to be one of the finalist cities for Project Sunny's relocation. Project Sunny is an international prospect.
- Staff hosted a meeting with Project Hearty executive at MEDC office on March 28. Project Hearty is interested in establishing the company's first operation in the U.S. McKinney was selected to be one of the finalist cities for the establishment.
- Staff hosted a meeting with Project Empire executive to discuss the company's investment interests at MEDC office on March 26. And



followed up with a second meeting with City Manager Grimes, Assistant City Manager Shelton and Project Empire executive on April 3.

- Staff attended North Texas Commercial Association of Realtors (NCTAR) “Corporate Relocation in the Age of HQ2” at Frontier of Flight Museum on April 5.
- Staff attended McKinney Chamber “Get Plugged in Series – McKinney National Airport” at McKinney National Airport Hangar on April 10.
- Southgate Meeting was held at City Hall on April 10. City Council Member, City Manager/Staff, Legal Counsel, MEDC Board Members/Staff were in attendance. They were joined by the representatives from KDC, ATR Corinth Partners, Altschuler and Company and Columbus Realty Partners. It was a productive meeting.

### Marketing/Promotion/Connection Activities:

- Staff hosted a Marketing meeting with Michelle Feldker, City Communications & Media Specialist, and Madison Clark, MEDC Business Development Specialist, to discuss MEDC marketing initiatives on March 29. It was a productive meeting and made substantial progress on Request for Proposal (RFP) Template.
- The Ribbon Cutting Ceremony was held to celebrate Moss relocation its regional Texas office to McKinney on April 4. Moss occupies the 10,500 sq. ft. office space at the newly constructed 2 Greenside near Craig Ranch. Mayor Fuller had the honor of the Ribbon Cutting along with Moss President Scott Moss. MEDC Board Secretary/Treasurer Clark, Board Member Jones, Board Member Minissale and Staff attended the successful and well-attended Ribbon Cutting. MEDC Board Secretary/Treasurer Clark made a special effort to recognize MEDC Staff’s efforts in brining Moss to McKinney. MEDC staff sincerely appreciates Secretary/Treasurer Clark’s recognition. Staff has worked with Moss executive to recruit its office relocation to McKinney since last September. Moss is a valued company to add to McKinney corporate community.(Photo attached)



## Administration:

- Staff signed an added service from CoStar on April 10 which includes the access to real estate database in one county in California to assist with MEDC business mission in May.
- Staff worked with Finance staff to prepare MEDC budget. The first meeting was held at City Hall on March 30.

### Executive Session Agenda Items:

- Project Hunt Southwest
- Project Southgate