



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

March 10, 2016

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: March 15, 2016 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

Blount Fine Foods continues to press forward in getting their products lines into McKinney. On February 25th a Development Meeting was held with multiple members of City Staff and the Blount Team to discuss a plant expansion to bring in new food processes. This was the continuation of discussions that began in early December. We will be presenting a project in Executive session.

Encore continues their construction at the northwest corner of Industrial Blvd. and Airport Rd. This is an expansion of their Plant 4 copper manufacturing and will comprise about 150,000 square feet.

Another expansion is in discussion, but at this time this project has been quiet.

Of the 14 acres left of MEDC land in the Bray Central area, both the 4 acres and the 10 parcels continue to get very serious attention.

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. In this month's meeting I will be bring back one of our emerging technology companies before you with an application for year number two and more information that was requested.

The Werx in McKinney

See the attached 2016 WERX Highlights listing and Operational Summary attached to this report.

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 Highlights 2016

- WERX signed a partnership agreement with Genesis Investment Group in Jan 2016 to host the 'ICE' accelerator program at the WERX beginning June 2016.
- WERX was awarded a \$9000 Promotional Grant from the MCDC, in Feb 2016 to promote 4 events being held in 2016.
- WERX signed on 9 new companies since Jan 4th 2016, comprised of 13 people.
- Since Jan 4th 2016, Two of our existing resident companies increased their employee count for a total of 5 new people added.
- StrateqHealth graduated out of The WERX incubator on Jan 30th into their own office in McKinney and entered into the Emerging Tech Program.
- Several companies at WERX are in the investment raise stage, and are close to closing rounds totaling approximately 1.5mm
- WERX has taken in \$5000 in sponsorships in Jan/Feb 2016 for The Corporate Family Feud Event, and has sold \$1000+ in tables and tickets for the event so far to be held on March 30th 2016.
- WERX has 4 grants pending, and is working on several more.
- WERX has Hosted 2 Lunch-n-Learn presentations in Feb 2016.
- WERX added 6 new mentors so far in 2016.
- WERX was awarded a \$2,000 Wal-Mart foundation grant from our local Sam's Club on March 4th

WERX Monthly Operations Report

		Jan-16	Feb-16	Mar-16
Current Resident Companies:				
		30	33	
	Open Seat Plans	17	21	
	Dedicated Desks	10	10	
	Offices	3	2	3
Graduated Resident Companies:				
		1	0	
Mentors:				
		27	30	33
Event Sponsors:				
		2	11	2
Community Partners				
		3	1	
Programming & Events:				
Enterprise Club Meeting				
"The StartUps Guide to SEO" (Lunch-n-Learn)				
"Factoring - The Good, the Bad & the Ugly" (Lunch-n-Learn)				
Open Coffee Hour Networking (Thursdays)				
Lunch-n-Learn : "10 marketing mistakes you can't afford to make"				
Dress with Success! with Debora Ricci				
Corporate Family Feud luncheon Event				
		6th		
			18th	
			23rd	
		7th-28th	4th-25th	
				17th
				23rd
				30th