



## **Economic Development Highlights**

### **President Auterson**

### **September 2016**

#### **Prospect Activities:**

- Continue to play an active role with Project Red River negotiations, project parameters continue to evolve
- Participated in a very productive pre-development meeting with Project 3S
- Toured Asian retail markets in Plano & Carrollton & joined Abby Liu & Barry Shelton in meeting with developers of these type products
- Meeting with a diverse group of developers/real estate brokers facilitated by MEDC's participation in BisNow & NTCAR events., discussions underway with Sanchez/Franklin, Blue Star Land, KDC, Lincoln Property Company, ATR Corinth Partners, Jackson Shaw, Myers & Crow, Harwood International, Cencor Realty/Weitzman, Granite Properties, TIG Real Estate Services, Invesco, DePalma Hotels & Resorts, Joseph Wang Investments, Heady Investments, Stream Realty & Six Pillars Partners
- Working with MEDC staff to finalize light industrial spec building solicitation for board consideration

#### **Business Retention/Expansion Program (BREP) Activities:**

- Visited with Paul Bettner & Gage Galinger at Playful Corporation
- Toured Simpson Strong-Tie plant
- Toured Popular Ink

#### **Entrepreneurial Activities:**

- Met with Gautam Bhargava (Peeyr) to discuss an entrepreneurial network model

#### **Marketing/Promotion/Connections Activities:**

- Attended MEDC President reception on 8/17
- Met with MISD Superintendent Rick McDaniel
- Met with Lewis McLain on 8/25
- Attended Chamber reception for Paul Grimes
- Addressed the Romeo's group on September 1<sup>st</sup> to present MEDC's economic development vision

- **Met with Dan Bowman of Allen EDC**
- **Attended another BisNow event in Dallas & opened additional developer/broker discussions**
- **Meeting weekly with City Manager to discuss status of economic development activities**
- **Providing weekly email updates to MEDC stakeholders**

**Research Activities:**

- **Planning a meeting with the SH121 corridor developers to discuss product differentiation to seek complementary development scenarios**
- **Nearing completion of due diligence on the TadZo research proposal, feedback has been overwhelmingly positive**
- **Evaluating sales tax revenue bond refunding potential as a significant cost savings measure, presentation targeted for October MEDC Board meeting**