



## **Economic Development Highlights Executive Vice President Liu March 2017**

### **Economic Development**

- Staff is humbled and honored to be named one of North America's Top 50 Economic Developers by Consultant Connect. Per Consultant Connect, the economic development professionals selected for this award were nominated by their colleagues in both the economic development industry and the site consultant community for excellent practices, innovation and success in building the communities they serve. The Top 50 Economic Developer eBook was released to the general public on March 1. (News Release and Partial eBook Attached)
- Staff organized a follow up Project Red River on January 24. Mayor Loughmiller, City Manager Grimes, Assistant City Manager Shelton, Development Services Executive Director Quint, MEDC Chairman Burress, MEDC President Auterson, Staff and MEDC Business Development Director Walker represented McKinney in attendance. Two Vice Presidents, Staff and Site Selection Consultant from Project Red River joined. It was a productive meeting.
- Staff continued working with Project Red River executives, consultants and real estate brokers.

### **Business Retention and Expansion**

- Staff hosted two meetings for Executive Director of Development Services, Michael Quint, with Hisun President Sun to discuss the City's development services issues during Hisun's Phase II Expansion. The second meeting was held on January 23.
- President Auterson and Staff held a meeting with Hisun President Sun to discuss Hisun's potential Phase III Expansion on March 8.

## **Marketing and Networking**

- City Manager Grimes, President Auterson and Staff attended Chinese New Year Charity Gala at InterContinental Hotel in Addison, Texas on February 3. Mayor Pro Tem Pogue delivered a brief speech on behalf of McKinney. Tong Yang Group President, Hisun President and Wistron GreenTech General Manager also joined the event. (Picture attached)
- President Auterson and Staff attended Governor Abbott TexasOne Super Bowl Reception at Partnership Tower in Houston, Texas on February 4. (Picture attached)
- MEDC Business Development Director Walker and Staff attended Team Texas Member Round Table at Frisco Economic Development Office on February 10.
- President Auterson, Economic Development Coordinator Clark and Staff attended McKinney Chamber's Annual Community Awards on February 17. (Brochure cover attached)
- President Auterson, Business Development Director Walker, Economic Development Coordinator Clark and Staff attended McKinney Urban Transit District's first meeting to discuss public transit on February 28.

## **New Project Updates**

- Project Red River – Will be discussed in Executive Session.
- Project Smart - Will be discussed in Executive Session.



FOR IMMEDIATE RELEASE

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## North America's Top 50 Economic Developers are Back In A New Way: Consultant Connect Announces Leaders In The Industry

**KALAMAZOO, Michigan** – Consultant Connect, a consulting agency designed to bridge the gap between economic developers and site consultants, announces its 2017 list of North America's Top 50 Economic Developers. The economic development professionals selected for this list were nominated by their colleagues in both the economic development industry and the site consultant community for excellent practices, innovation and success in building the communities they serve.

Each top 50 economic developer will be featured in an ebook. These industry leaders will be interviewed for the ebook to share their expertise in the field and leadership insights they've learned along the way. Consultant Connect strives to lift up this industry by recognizing remarkable economic developers for the entire economic development community to learn from.

"This annual list recognizing North America's Top 50 Economic Developers is designed to acknowledge the hard work of the top leaders in this field and elevate the conversation around economic development and job creation," said Ron Kitchens, managing partner of Consultant Connect. "Each of the leaders represented on this year's list are beyond deserving of this recognition for their efforts in building our communities."

The complete list of North America's Top 50 Economic Developers includes:

*Abby Liu*, McKinney Economic Development Corporation, Texas  
*Ben White*, Round Rock Chamber  
*Benjamin Teague*, Economic Development Coalition for Asheville-Buncombe County  
*Bentley Story*, Arkansas Economic Development Commission  
*Beth Doughty*, Roanoke Regional Partnership  
*Brad Smidt*, Greater Phoenix Economic Council

*Brian Hilson*, Birmingham Business Alliance  
*Buddy Rizer*, Loudoun County Department of Economic Development  
*Carrie Chenery*, Shenandoah Valley Partnership  
*Cathy Chambers*, JAXUSA Partnership  
*Chris Wimsatt*, Team Volusia Economic Development Corporation  
*Clark Krause*, BVEP  
*Clay Walker*, NETWORKS Sullivan Partnership

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*Dan Culhane*, Ames Chamber of Commerce & Economic Development  
*Dan Henderson*, Gilbert, Arizona  
*Deborah Price*, Missouri Partnership  
*E. Ray Covey*, AEP Texas  
*Gary Tonjes*, Albuquerque Economic Development, Inc.  
*Gene Goddard*, Greater MSP  
*Gregg Simon*, Metro Atlanta Chamber  
*James Otterstein*, Rock County, WI  
*Jessica Breaux*, TVA  
*Jim Paetsch*, Milwaukee 7  
*Juawana Colbert Williams*, Fayetteville-Cumberland County Economic Development Corporation  
*Julie Sullivan*, Dayton Development Coalition  
*Kati Hynes*, Charlotte Chamber  
*Keith Gillenwater*, EDG of Wabash County  
*Kimm Coyner*, REDI Cincinnati  
*Kurt Foreman*, Greater Oklahoma City Chamber  
*Larry Barnett*, Midlothian Economic Development  
*Lee Crume*, Jobs Ohio  
*Lucienne Pears*, Charlotte County EDC  
*Mark Young*, Jonesboro Ark Chamber of Commerce

*Matt McQuade*, Columbus 2020  
*Megan Lucas*, Lynchburg Regional Business Alliance  
*Mike Rosa*, Dallas Regional Chamber  
*Mitchel Allen*, Greater Phoenix Economic Council  
*Pandy Brazeau*, Virginia Economic Development Partnership  
*Patrick Murphy*, Alabama Power  
*Patty Horvatic*, Pittsburgh Regional Alliance  
*Rob Cleveland*, Cornerstone Alliance  
*Robert Van Goens*, RowanWORKS  
*Susan Davenport*, Gainesville FL Area Chamber of Commerce  
*Susie Davidson*, Idaho Commerce  
*Tim Vanderhoof*, Enterprise Florida  
*Tom Long*, San Antonio EDF  
*Tony Kaai*, Denison Dev. Alliance (Denison, TX)  
*Tricia Paesani*, CT Department of Economic and Community Development  
*Vanessa Goeschl*, Charlotte Regional Partnership  
*Walter Sprouse*, Augusta Economic Development Authority

### **About Consultant Connect**

Consultant Connect is designed to bridge the gap between leading economic developers and location consultants through exclusive networking events and educational services. Consultant Connect not only gives economic developers an inside look into the world of site selection – it gives them the applicable information necessary to propel their communities forward. For more information, please visit [www.consultantconnect.org](http://www.consultantconnect.org) or call 269.207.4982.

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NORTH  
AMERICA'S  
TOP **50**

ECONOMIC  
DEVELOPERS

Hello friends,

We are thrilled to announce North America's Top 50 Economic Developers for 2017! Each year, Consultant Connect asks our robust community of site selectors and economic development partners to nominate individuals they feel are top-notch and worthy of the Top 50 Economic Developer title. This year we were inundated with nominations from across the nation and we are so, very pleased to present to you this year's group of remarkable economic developers.

We truly believe the economic development industry is better because of this group of pioneers pushing the boundaries with innovative ideas and best practices that actually work. We trust you will find this eBook to be an insightful read, a resource for creative spark and an opportunity to grow and learn as professionals and leaders.

Always Forward.



## NORTH AMERICA'S TOP 50 ECONOMIC DEVELOPERS — 2017

Abby Liu  
Bentley Story  
Ben White  
Brad Smidt  
Brian Hilson  
Buddy Rizer  
Carrie Chenery  
Cathy Chambers  
Chris Wimsatt  
Clark Krause  
Clay Walker  
Dan Culhane  
Dan Henderson  
Deborah Price  
Gary Tonjes  
Gene Goddard  
Gregg Simon  
James Otterstein  
Jeff Janiszewski  
Jessica Breaux  
Jim Paetsch  
Juawana Colbert  
Julie Sullivan  
Kati Hynes  
Keith Gillenwater

Kimm Coyner  
Larry Barnett  
Lee Crume  
Lucienne Pears  
Mark Young  
Mary Ellen Wiederwohl  
Matt McQuade  
Megan Lucas  
Mike Rosa  
Mitchell Allen  
Pandy Brazeau  
Patricia Bayley  
Patricia Paesani  
Patrick Murphy  
Patty Horvathich  
Paul Lucy  
Rob Cleveland  
Robert Van Geons  
Susan Davenport  
Susan Davidson  
Tim Vanderhoof  
Tom Long  
Tony Kaai  
Vanessa Goeschl  
Walter Sprouse



## ABBY LIU

McKinney Economic Development Corporation, Texas

### WHAT IS ONE THING ABOUT YOUR COMMUNITY THAT MAKES IT UNIQUE?

McKinney, Texas is centrally located in the heart of the United States, making it a strategic choice for companies who do business all over the country and even worldwide. The thirty-minute drive time from Dallas/Ft. Worth International Airport (DFW) with less than a five-hour flight time to major cities in North America is beneficial to many companies in McKinney and a huge selling point to those considering McKinney. The outstanding quality of life sets McKinney apart from other communities. Money Magazine named McKinney its #1 Best Place to Live in America in 2014, up from #2 in 2012, #5 in 2010 and #14 in 2008.

### HOW DO YOU DEFINE SUCCESS FOR YOURSELF AS A LEADER AND FOR YOUR ORGANIZATION?

Each day I work hard to lead the successful recruitment of domestic and international businesses to choose our city as the place they want to establish their business. Adding to the city's healthy tax base leads to a higher quality of life in the city for its residents - which I am very proud to be part of. By being proactive, persistent and determined, I demonstrate to those around me that I am committed to making McKinney a great place to live and work.

### WHAT DO YOU THINK HAS BEEN THE KEY TO YOUR PERSONAL LEADERSHIP SUCCESS?

I am a highly driven person, but I have found that flexibility, perseverance and hard work are vital characteristics of successful economic developers. Prospect company's situations can change quickly during the economic development process so we must be able to remain flexible to respond to the changes they bring up or the industry requires. Perseverance is needed because some projects can take three weeks and others can take over three years.

### KNOWING WHAT YOU KNOW NOW, WHAT ADVICE WOULD YOU GIVE TO A NEW LEADER IN THIS FIELD?

I believe strong work ethics will take a new leader far in this profession. Don't give up. I would also encourage a new leader to continue to learn more in depth about professional economic development including an increase in legal and financial knowledge. Another bit of advice would be to know and study the market and business environment domestically and abroad. The climate in the market can change frequently so I encourage everyone to stay alert to the current political and economic affairs.

### WHAT ARE YOU MOST LOOKING FORWARD TO IN THE NEXT FIVE YEARS?

I look forward to the continued growth of the U.S. market domestically and to attract more direct foreign investment. Currently the Dallas/Ft. Worth region leads the nation in job growth and I look forward to its continued growth and to all of the opportunities that entails. I look forward to the prospect of Dallas/Ft. Worth region becoming even more internationally recognized as a global business leader. I believe an increase in international flight options from DFW airport would be a great business addition to our area. We have proven McKinney can attract Fortune 500/Global 500 companies and have attracted three companies since 2013 that are notably ranked on those lists. McKinney is uniquely situated to welcome more companies because of our McKinney National Airport, a full-service general aviation resource offering full service corporate fleets, hangar space, and 24-hour on-site U.S. Customs. In the next 5 years, I hope more Fortune 500/Global 500 companies will consider McKinney for their headquarters.

### IF MONEY WASN'T A BARRIER AND YOU COULD FILL A CURRENT RESOURCE GAP AT YOUR AGENCY WHAT WOULD YOU DO?

McKinney is growing at a rapid pace, and our biggest shortage is in infrastructure and amenities. If cost weren't a barrier, I would build up these areas so we have more products to sell and use to market our city. If resources were not an issue, I would love to travel more frequently to meet with business leaders, executives and decision makers in person, domestically and internationally.



*"Our greatest glory is not in never falling, but in rising every time we fall." —Confucius*

# CHINESE NEW YEAR CHARITY GALA 2017

Intercontinental Hotel  
Addison, TX | February 3, 2017



**McKinney Mayor Pro-Tem Randy Pogue**



**Part of the group representing McKinney**



**MEDC President Darrell Auterson/  
Eric & Sharon Huang-Wistron GreenTech**



**Jason Sun & Family-Hisun Motors /MEDC EVP Abby Liu**



# TEXAS WIDE OPEN FOR BUSINESS SUPER BOWL RECEPTION

Partnership Tower  
Houston, TX | February 4, 2017



Governor Abbott/EVP Abby Liu



TEDC President Tracye McDaniel /MEDC EVP Abby Liu



Governor's Office ED Ex.Dir. Bryan Daniels/EVP Abby Liu



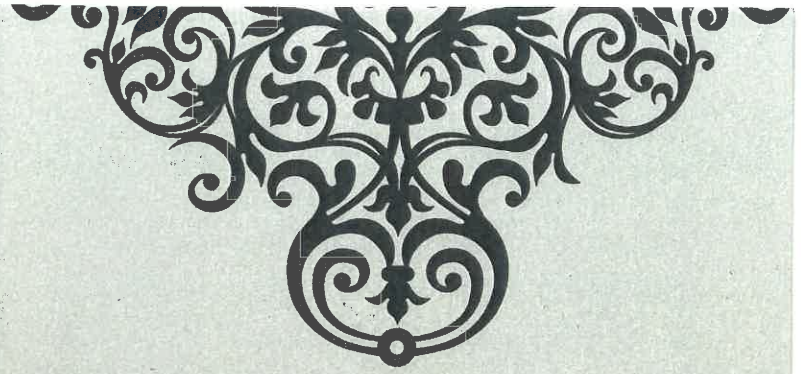
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2017 MCKINNEY COMMUNITY  
*Awards Celebration*

FRIDAY, FEBRUARY 17<sup>TH</sup>

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