



McKINNEY ECONOMIC DEVELOPMENT CORPORATION

November 15, 2012

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: November 20, 2012 MEDC Board Meeting; BREP Report/Update

#### **MEDC General Activity on my Desk**

Since last we met, time continues to be spent on much follow up on some new opportunities to be discussed in Executive Session.

A big event in our office was the entrance of our new CEO, Jim Wehmeier. Jim started with us on October 29<sup>th</sup> and it's a great to have him on board. He's getting settled in and we look for great times to come. Welcome Jim!

There were a number of City/Community events that we attended and participated in:

Joint City Council/MEDC meeting	Oct 22
Joint City Council/MISD meeting	Oct 29
Town Hall meeting w/ Jason Gray and Boards and Commissions	Oct 30
State of the Community	Nov 8
CCRA Runway Dedication	Nov 9

The communication effort with the property and business owners along 75 continues to be a process with very good success and progress. I continue to meet with City staff and business owners to assist in the communication effort. In this past month I've worked with Fiat of McKinney on their side road and Davidson Muffler on McDonald regarding the Eldorado Parkway and McDonald road work. This continues to be a good effort on all parts and we press on.

We did learn this month of the LBJ Express Marketplace. An initiative launched with several local chambers to assist businesses along the 635 project through construction. The thought might be a similar initiative for businesses along US75. We are going to take a look at this and see if we want to

take such an effort on. This too has been shared with the Chamber to see if the synergies would be better together.

<http://www.lbjexpressmarketplace.com/about>

In general we continue to have a lot of activity here at the MEDC office.

## **BREP**

During this calendar year there have now been six BREP designated proposals to the Board. Of these, four (4) are in progress and two (2) did not qualify. (Specific details and new opportunities will be discussed in Executive Session)

### **In the Pipeline:**

Hot = Near closing - 2

Warm = Working - 9

Cool = Unlikely, but continue to work - 2

Cold = Very Unlikely, but continue to stay in contact - 5

Unknown = Status unknown, lost or fell out of touch for the time being... - 6

During this last month, I have visited and worked with a number of our businesses and in particular; Encore Wire, Torchmark, Manner Plastics, Simpson Strong-Tie, PrintRight and a tour of TYG.

Suffice it to say, I'm keeping busy.

## **Emerging Technology**

An exciting update here is the MEDC's very first Emerging Technology project, Perfectly Green Corporation, is very very close to deploying its first IEA Unit right here in McKinney at the Franconia Brewery. I continue to work with the PGC Team and the City in getting their Permit issued and that was done on November 14<sup>th</sup>. They are good to install and schedule is to have it go "live" on December 15<sup>th</sup>. In an effort to help them along, the MEDC office has coordinated and hosted two "Lunch & Learn" sessions whereby selected business owners were invited to learn about PGC technology and see how it might help their businesses. One of these guests was the City of McKinney as they are looking at specific needs where this will certainly be an advantage. As we continue to follow and help them, I will keep you abreast of the progress and deployment.

A number of our past and recent Emerging Technology companies are one by one... getting going, getting moved in, rescheduling and in one case, falling out. We have been kept busy getting all the legal documents in order and the processes in place.

Of the now 10 presented to the Board this calendar year, here is their status: 5 fully engaged; 2 are delayed and rescheduling; 2 did not make the vetting process and one fell out. (Specific details and new opportunities will be discussed in Executive Session)

Note: of the ten mentioned in the Pipeline above in the "Warm" category, three of them are Emerging Technology opportunities.

The Team here continues to work hard in promoting our wonderful community. These are exciting times and we are blessed to be a part of McKinney!

Respectfully Submitted,

A handwritten signature in blue ink, appearing to read "John Valencia".

John Valencia

Director of

Business Retention, Expansion & Emerging Technology

**MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**



# LUNCH & LEARN

hosted by



Learn how  
Perfectly Green can  
impact your business

- ▶ Lunch provided
- ▶ Wednesday, Nov. 14 or Thursday, Nov. 15
- ▶ 11:30 a.m. – 1 p.m.
- ▶ McKinney Economic Development Corporation Offices
- ▶ Valliance Bank Building • 5900 S. Lake Forest Dr.
- ▶ RSVP to John Valencia at [Valencia@mckinneyedc.com](mailto:Valencia@mckinneyedc.com)

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