



Economic Development Highlights Executive Vice President Liu June 2017

Economic Development

- City of McKinney News Release “PACCAR Selects McKinney for Manufacturing Operation” was released on July 17. Dallas Business Journal and Dallas Morning News also had news coverages. Staff is continuously working with PACCAR staff for the planning of Groundbreaking in July. (City of McKinney News Release attached)
- Staff attended TexasOne World Forum for Foreign Direct Investment Business Mission in Shanghai, China. This mission is led by Texas Secretary of State Rolando B.Pablos. The Shanghai Mission is successful in meeting with private businesses and attracted media coverage in China. (Meeting Agenda, News Coverage & Photos attached)
 - ❖ Staff made a visit to Project Friends in Kunshan, a city two-hour drive from Shanghai on March 24, prior to the TexasOne Mission. Project Friends Executives visited McKinney on March 24.
 - ❖ McKinney is the one and only TexasOne member joining Secretary Pablos and Governor’s Office Staff in attendance in Shanghai.
 - ❖ Staff attended twenty-seven strategic meetings with Chinese company executives and key government officials.
 - ❖ Three one-on-one media interviews by Secretary Pablos were accomplished in Shanghai including a broadcast segment by Secretary Pablos on “Money Talks”, one of China’s most prominent English-language programs.
 - ❖ Through the efforts by US Department of Commerce staff, Secretary Pablos hosted a Press Conference at Shanghai American Center. Secretary Pablos delivered a speech to promote the State of Texas; followed by Staff delivered a speech to promote McKinney, Texas.

Secretary Pablos closed the Press Conference with the Q&A session. There were ten Chinese media representatives including a local TV station attended the Press Conference.

- ❖ Governor's Office staff indicated this mission generated more than 100 million impressions in Shanghai as well as in Texas and are pleased with the results.
- Staff met with Korea Trade-Investment Promotion Agency (KOTRA) led by Director General Joonhwa Bin on June 1st. KOTRA has established eight agencies in the U.S. including the Dallas location. Staff promoted McKinney to KOTRA executives and expressed McKinney's interests in attracting Korean businesses to the City. (Photo attached)
- City Council Member Tracy Rath, City Council Member Chuck Branch, City Manager Paul Grimes, Assistant to City Manager Trevor Minyard, MEDC Chairman Jason Burress, Board Member Robbie Clark, President Darrell Auterson, Business Retention & Expansion (BREP) Director John Valencia, Business Development Specialist Madison Clark and Staff attended the invited Peterbuilt Denton Plant Tour on June 7th. This Advanced Manufacturing Tour with the robotic operations is impressive.
- Staff worked with Business Development Specialist Clark in responding to Project Flying Eagle 25 Request for Information (RFI). Staff led on the strategy to present the comparative advantage of McKinney in the submission of RFI.
- Staff met with Bryan Daniel, Economic Development Director, Governor's Office in Austin on June 13th. The goal of the meeting is to bring McKinney to more attention of the State-level executive staff and discuss the future collaboration opportunity in international business attraction. (Photo attached)

Marketing and Networking

- MEDC President Auterson and Staff attended the Fourth Annual Economic Development Luncheon hosted by Addison Business Association and Metrocrest Chamber of Commerce on June 2nd. The guest speaker is Robert Kaplan, President/CEO, Federal Reserve Bank of Dallas. Mr. Kaplan's speech on current national and international economy is insightful.
- MEDC Chairman Burress, President Auterson, BREP Director Valencia and Staff hosted at MEDC table at SERVE McKinney at Collin College on June 8th. This annual event is well attended. The volunteer services are highly encouraged to serve on the nineteen Boards and Commissions in McKinney.

- Staff attended Texas Economic Development Corporation Mid-Year Conference in Plano on June 8th.

Upcoming Business Mission

- 2017 SelectUSA Summit, Washington DC, June 19.
 - ❖ Staff is honored to be invited to attend the Welcome Dinner for 100+ delegates from Taiwan by Taipei Economic and Cultural Representative Office in Washington DC on June 18th.
 - ❖ Staff will attend SelectUSA Conference on June 19th.

New Project Updates

- Project Red River – Will be discussed in Executive Session.
- Project Smart - Will be discussed in Executive Session.
- Project Flying Eagle 25 - Will be discussed in Executive Session.
- Wistron McKinney Technology Campus – Will be discussed in Executive Session.



News Release

www.McKinneyTexas.org

City of McKinney News Release
FOR IMMEDIATE RELEASE

PACCAR selects McKinney for manufacturing operation

Fortune 500 company to bring 200 jobs in six years to McKinney

McKinney, Texas (May 17, 2017) – The McKinney Economic Development Corporation (MEDC) has reached an incentive agreement with PACCAR, a Fortune 500 company, to construct a new manufacturing facility for its Dynacraft division in McKinney. The deal is expected to be finalized in the coming weeks. The City of McKinney is also participating in the incentives to the project.

PACCAR will build a 130,000 square foot manufacturing facility located at Wilmeth Road and Redbud Boulevard. Under the agreement, the company will bring 200 jobs to the community in the next six years and make capital investments of over \$20 million.

PACCAR is a global technology leader in the design, manufacture and customer support of high-quality light-, medium- and heavy-duty trucks under the Kenworth, Peterbilt and DAF nameplates. PACCAR also designs and manufactures advanced diesel engines, provides financial services and information technology, and distributes truck parts related to its principal business.

“We are very pleased to welcome PACCAR to McKinney as our newest corporate citizen. This will be the start of a mutually beneficial relationship. I believe McKinney will foster an economic environment where Dynacraft’s presence in our city will grow well beyond its considerable initial investment,” said MEDC Board Chairman Jason Burress.

“We are excited PACCAR has chosen McKinney as the new home for the Dynacraft facility. Our city offers businesses unparalleled quality of life, excellent schools and an array of high-quality housing options that make McKinney an exceptional place to live and work,” said Mayor Brian Loughmiller.

“McKinney is an excellent community for Dynacraft’s new manufacturing facility,” said Anthony Levi, Dynacraft general manager. “We appreciate the outstanding support from the City of McKinney and MEDC.”

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About McKinney

McKinney, Texas, is unique by nature. As one of the fastest growing cities in America, McKinney has a current population of more than 168,000. The city was #1 on the list of Best Places to Live in America in 2014, published by *Money Magazine*. Established in 1848, the city is located 30 miles north of Dallas and is the county seat of Collin County. McKinney offers award-winning schools, a vibrant historic downtown, diverse housing options, a robust economy and a uniquely beautiful natural setting, with rolling hills and lush trees. Visit the city’s website at www.mckinneytexas.org.

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The
WORLD FORUM
for Foreign Direct Investment

DELEGATE HANDBOOK



CONWAY

**World Forum for FDI
and Shanghai Mission**

Master Briefing Book

May 22-26, 2017



Itinerary

Sunday, May 21

Various Times

Delegation Arrives in Shanghai, China

2:00pm

Check-in at Le Royal Méridien Shanghai
789 Nanjing Road East
Shanghai, Shanghai, 200001, China

6:30pm

Texas Delegation Welcome Dinner | Review of Itinerary and Logistics
Location: Ai Mei Chinese Restaurant
Le Royal Méridien Shanghai, 8th Floor
Restaurant phone: +8621-3318-9999 Ext. 7700 / 7707
Reservation made for eight under Michael Chrobak.

Monday, May 22

8:30am-12:00pm

FDI International Training Seminar
Le Royal Méridien Shanghai

- 8:30am – Registration & Breakfast
- 9:00am – Welcome
- 9:05am – Comparing Investment Agency Performance
- 10:00am – Coffee and Connection Break
- 10:15am – Data-Driven Lead Generation
- 11:00am – Best Practices Session

9:30am-10:00am

Meeting with Universal Energy and Texas Secretary of State
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Optional for other delegates interested in attending the FDI Training Seminar.

10:15am-11:00am

Meeting with Shanghai Municipal Commission of Commerce and Texas Secretary of State
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Optional for other delegates interested in attending the FDI Training Seminar.

1:00pm-2:00pm

Meeting with Cushman & Wakefield, Texas Secretary of State and Delegation
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

- 3:00pm-4:00pm **“Money Talks” Interview with Secretary of State**
 Location: Offsite at studio; address and details TBC
Tractus to scout location prior to interview.
- 6:30pm-9:30pm **World Forum for FDI Welcome Reception & Dinner**
 Le Royal Méridien Shanghai

Tuesday, May 23

World Forum for FDI Conference Day One

- 8:00am **Registration and Breakfast**
- 8:45am **Welcome & Opening Remarks**
- 9:00am **Panel I – The Next 25 Years**
The last quarter century has seen breathtaking change in the global economy, backed by unprecedented technological advancements and international cooperation. What will the next 25 years bring, and how will we balance industrial growth with sustainable development?
- 11:00am **Meeting with Wison Group, Texas Secretary of State and Delegation**
 Location: Le Royal Méridien Shanghai
 Ai-Mei, 8th Floor - Private Room 26

Optional for delegates interested in attending Panel II.
- 11:00am **Panel II – Navigating Global Disruption: Cybersecurity & Supply Chain**
Securing data and protecting intellectual property has never been more important or more challenging, and protecting global supply chains and investing in industries like agriculture and biotech are vital to our futures. How will companies and governments address these issues so critical to economies across the world?
- 12:00pm **Panel III – One Belt, One Road**
The new Silk Road Economic Belt and the 21st-century Maritime Silk Road could have a massive impact on global trade and investment. A panel of experts will give their predictions on how this might change the world.
- 1:00pm **Lunch with Cameron Werker, Principal Commercial Officer, U.S. Consulate in Shanghai and Scott Tatlock, Director, Office of China, U.S. Department of Commerce**
 Location: Le Royal Méridien Shanghai, Allure French Cuisine, located in hotel lobby
 Restaurant phone: +8621-3318-9999 Ext. 7022
Reservation confirmed for nine people under Michael Chrobak.

- 2:30pm **Panel IV – Rise of the Robots**
Robots and artificial intelligence are replacing traditional workers across myriad industries around the world. What will this mean to future generations, and how can we best prepare for these inevitable changes?
- 3:30 pm **Meeting with Ant Financial Services Group, Texas Secretary of State and Delegation**
Offsite Location: 8F Shanghai Tower
501 Tincheng Middle Road, Pudong New District
- 4:00pm **Panel V – The Future of FDI**
With emerging economies slowing, China transitioning from low-end manufacturing to knowledge-based industries and a Donald Trump presidency threatening global trade, what will the near and long-term FDI landscape look like? We'll explore how disruptive new technologies and the growth in protectionism, will revolutionize employment, investment attraction and economies around the globe.
- 5:00pm-8:00pm **Alberta Night – Networking Reception**
The House of Roosevelt
27 Zhongshan East 1st Rd
WaiTan, Huangpu Qu, Shanghai Shi, China, 200002

Wednesday, May 24

World Forum for FDI Conference Day Two

- 8:30am **Registration & Breakfast**
Venue TBC
- 9:00am **Panel VI – Water Wars & Climate Change**
Demand and competition for water is growing, with many experts predicting humanity will exhaust the world's clean water supply before there is a shortage of fossil fuels. Water-intensive industries will address responsible consumption of this precious resource, and discuss environmental issues and sustainable development as demand for agricultural advancement, clean water, and energy production grow across the globe.
- 10:00am **Meeting with Green Road Logistics, Texas Secretary of State and Delegation**
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26
- 11:00am **Panel VII – Workforce Development & Talent Acquisition**
This panel explores the role of partnerships between industry and education in preparing students and employees for the modern

workforce, and how companies and governments attract and retain top talent.

12:00pm

Panel VIII – China Outbound FDI

The growth of Chinese outbound FDI has been staggering, with 2015 outflows more than 10 times their 2005 level, making China the third-largest supplier of foreign direct investment in the world. Which countries and sectors are these investments targeting, and will new foreign currency control policies abate this trend? What does the future hold for China’s global companies?

1:00pm

Meeting with Neo Glory, Texas Secretary of State and Delegation

Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

2:00pm

Meeting with Pengxin Group/International Mining, Texas Secretary of State and Delegation

Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Optional for delegates interested in attending the Governance Lecture.

2:00-2:30pm

World Forum Luncheon Address – Governance Lecture

3:00pm

Panel IX – Economists & Executives Roundtable

A group of leading economists, futurists and site selection experts convene for a frank and open discussion on global issues impacting FDI.

3:30pm

Meeting with Shanghai Sinoil Energy Holding Corporation, Texas Secretary of State and Delegation

Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Optional for delegates interested in attending the World Forum panel.

Translation will be required for this meeting.

6:30pm-9:30pm

California Night

Cruise on the Huangpu River

Thursday, May 25

World Forum for FDI No Longer in Session

- 9:30am-10:30am **Meeting with Jiangsu Government Officials, Texas Secretary of State and Delegation**
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26
- 10:30am-12:00pm **Meeting with Jiangsu Regional Companies, Texas Secretary of State and Delegation**
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26
- 1:00pm **Media Interview with Shanghai Ta Jian Information Technology Co.**
Meeting with Xiaoyan XU (“Pam”) and Secretary of State
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Email: xuxiaoyanpam@126.com
Cell: (+86)137-61-991-732

Questions and bio/headshot requested. Contact information for Sam Taylor and Kirsten Olsen shared with reporter for any on-the-ground issues.
- 2:00pm **Meeting with Greenfield Capital, Texas Secretary of State and Delegation**
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Friday, May 26

World Forum for FDI No Longer in Session

- 9:30am **Media Interview with Ta Kung Pao**
Meeting with “Nina” (or colleague TBD) and Secretary of State
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Email: nimj91@163.com
Cell: (+86)15221076847

Questions and bio/headshot requested. Contact information for Sam Taylor and Kirsten Olsen shared with reporter for any on-the-ground issues.

11:00am

Press Conference at U.S. Consulate Shanghai Centre
Suite 532 East Tower
Shanghai Centre (in the Portman Ritz-Carlton complex)
1376 Nanjing West Road
200040 Shanghai, China
Phone: (86-21) 6279-7662

Contact: Felix Salazar, Information Officer
SalazarFJ@state.gov

Media invite list requested.

Secretary of State and key delegation members to give remarks and participate in photo opportunity; official press release to be distributed in Shanghai and in Texas the following morning.

1:00pm (TBC)

Secretary of State to Depart for Airport

1:00pm

Lunch Break or Possible Meeting, Texas Delegation
Location: Le Royal Méridien Shanghai

3:00pm

Possible Business Meeting, Texas Delegation
Location: Le Royal Méridien Shanghai

5:00pm

Possible Business Meeting, Texas Delegation
Location: Le Royal Méridien Shanghai

7:00pm

Texas Delegation Wrap-up Dinner Meeting
Location TBD

Saturday, May 27

Various Times

Delegation Departs for Texas

TO BE SCHEDULED

TBD

Meeting with NoNo Bank, Texas Secretary of States and Delegation
Location: Le Royal Méridien Shanghai
Ai-Mei, 8th Floor - Private Room 26

Abby Liu

From: Sam Taylor <STaylor@sos.texas.gov>
Sent: Tuesday, June 6, 2017 9:24 AM
To: Michael Chrobak; Jordan Robinson; Abby Liu; Rolando B. Pablos
Cc: Robert Allen; Sam Taylor; Patience Fairbrother
Subject: GLOBAL TIMES: Texas Business Delegation Tours Shanghai To Woo Chinese Investors

Just wanted to make sure y'all saw this report from the Global Times:

<http://www.globaltimes.cn/content/1050261.shtml>

Texas Business Delegation Tours Shanghai To Woo Chinese Investors

By Chen Shasha
Global Times

A business delegation consisting of Texas-based executives, economic developers and government officials recently held a press conference at Shanghai American Center to share their findings and achievements during a week-long trip to China to strengthen economic ties between Shanghai and the American southern state.

Led by Texas Secretary of State Rolando B. Pablos and organized by Texas Economic Development Corporation, in partnership with the Office of Governor Greg Abbott, the trip included a series of meetings, seminars and tours with companies and government bodies in Shanghai. The delegation also attended the World Forum for Foreign Direct Investment to meet with the 300 global investment decision-makers in attendance.

Pablos said that, during their discussion with China's companies, they found many areas where they believe China and Texas can cooperate, particularly in business, academics as well as research and development of new and innovated technologies.

"China's companies expressed interest in exploring opportunities in Texas in the areas of agriculture, energy, hydrocarbon and renewable energy, biotech and financial services," said Pablos. "We are excited to begin the process of connecting China companies with opportunities in Texas for both investment and trade."

According to Pablos, as the headquarter of the about 50 of the top Fortune 500 companies, Texas has competitive advantages in doing business with China. A friendly investment environment is one of them. Texas has one of the lowest tax burdens in the US, with no corporate or personal income tax.

"We developed a pro-business environment that allows businesses to invest in a stable economy with a stable government that has fair regulation and provides fair taxation," said Pablos. "This has allowed us to become one of the top places in the world for investment."

Oil and gas

Geological distance might be a challenging part of business cooperation between Texas and China. However, the southern state claims a well-developed transportation network, including 380 airports, 16 seaports and 32 foreign trade zones to provide timely access to domestic and global markets via air, land and sea.

Two of Texas' largest cities, Dallas and Houston, have daily flights to Shanghai, Beijing and Hong Kong now. "This allows us to be here in 15 hours and ready to engage in trade and investment," said Pablos. He also said

that they would like to bring further delegations to China to explore even more possibilities for doing more business.

Texas also boasts enriched oil and gas resources and is world-renowned for its livestock breeding. In 2016, it exported \$10.8 billion in goods to China, making China Texas' third-largest export destination. Oil and gas is at the top of this export list, valued at \$1.7 billion last year.

Pablos mentioned that Texas is eagerly awaiting the possibility of being able to trade with China in beef and liquefied natural gas. "We are the No.1 cattle producer and gas producer in the US, so we see tremendous opportunities in cooperation and collaboration in those two particular areas," he said.

One Belt, One Road opportunities

When talking about the "One Belt, One Road" initiative proposed by President Xi Jinping, Pablos said that they are very eager to learn more about this bold initiative and believe that Texas will eventually be part of it due to the American border state's unique experiences in infrastructure, cross-border development and design engineering.

According to Pablos, Texas has historically been focused on developing infrastructure, using the Interstate Highway System introduced by former president Eisenhower in 1956 as an example. It has numerous seaports and ports of entry that open to Mexico, their neighbor to the south, as well as roads leading directly to Canada in the north.

"We have many engineering companies, many experts who understand what it takes to create a transnational trade belt as the one proposed by President Xi," said Pablos. "We would like to add value to the effort if the initiative does what it intends to do, which is to bring prosperity to many nations and ultimately to the rest of the world."

Considering the vast cultural differences between China and the southern region of the US, Pablos believes that the most important part of this planned cooperation is to better understand each other. "We are here to better understand today's environment and what it is that China is going to do in particularly in investment and trade," Pablos said.

Pablos added that, beyond its iconic stereotype of cowboy hats, pickup trucks and oil wells, Texas, as a very progressive economy, is quite developed and diversified in agriculture, medicine, manufacturing and technology. "We encourage you to see that, in addition to the West and East coasts of the United States, we also have a third coast - the Gulf coast of Mexico, where we have our ports."

TEXASONE WORLD FORUM BUSINESS MISSION LED BY TEXAS SECRETARY OF STATE PABLOS

Shanghai, China | May 2017



Texas Secretary of State Rolando B. Pablos and MEDC Executive Vice President Abby Liu
A week-long visit in Shanghai to promote strengthened economic ties between China and Texas.



Texas Secretary of State R. Pablos, MEDC EVP Abby Liu and the Secretary's Staff

The delegation included representatives from Texas Economic Development Corporation, the Office of Secretary of State Rolando B. Pablos and the Office of Governor Greg Abbott and Abby Liu, Executive Vice President of McKinney Economic Development Corporation. The McKinney Economic Development Corporation served as the sole TexasOne member joining the mission in Shanghai.



The team was featured on “Money Talks,” a television program, where Secretary Pablos was interviewed to promote the State of Texas.

(https://www.youtube.com/watch?v=jgUGPL_PYwI)



The trip included a series of meetings, seminars and tours with top companies and government bodies. The delegation, pictured above, is at the Texas booth at The World Forum for Foreign Direct Investment.



Both Texas Secretary Pablos and MEDC EVP Abby Liu spoke at the Press Conference at Shanghai American Center for the attendance of ten Chinese local medias including one TV station. The Press Conference is arranged through the efforts by the US Department of Commerce staff in Shanghai.

EVP Liu promoted the City of McKinney as well as the State of Texas during her speech.

KOREA TRADE-INVESTMENT PROMOTION AGENCY (KOTRA) MEETING

McKinney, TX | June 1, 2017



MEDC Executive Vice President Abby Liu, MEDC and KOTRA Director General Joonhwa Bin & staff

MEETING WITH TEXAS GOVERNOR'S OFFICE EXECUTIVE

Austin, TX | June 13, 2017



Abby Liu, Executive Vice President, MEDC and Bryan Daniel, Executive Director of the State of Texas
Economic Development and Tourism Division