Chad Walker Director of Business Development February 2014



I am excited to be part of the team at McKinney EDC and my first full month has been action-packed. I have taken over the networking and marketing duties for several organizations in which the MEDC participates. These include Bisnow real estate events as well as CoreNet Southwest Chapter and CoreNet Global functions. I also plan to take part in McKinney's trade missions with DCI, Texas One, and the Dallas Regional Chamber. In addition to the marketing and networking activities, I have worked on a rapidly-developing prospect for McKinney National Airport and multiple OEDT proposals.

Business Development Activities:

- Site visit with Project Yellow Sky on 1/22
- McKinney Chamber of Commerce luncheon on 1/23
- Bisnow DFW 2014 Real Estate Forecast in Dallas on 1/29
- Dallas Regional Chamber Quarterly Luncheon on 1/29
- Oncor: Future of Energy in Texas conference in Dallas on 1/30
- CoreNet Global Southwest Chapter mixer in Dallas on 2/4
- Meet & Greet with Texas Secretary of State, Nandita Berry, at DRC on 2/12
- Site visit with Project Yellow Sky on 2/13

Projects:

Project Name	Source	Description
Yellow Sky	Direct Inquiry	Airport
Twin Rover	OEDT	Foundry & machining
Summer JFT	OEDT	Automotive
Altios	OEDT	Aluminum casting
Gympak Tee	OEDT	Fortune 500 company HQ
R/T	Site Consultant	Big box retailer HQ

Miscellaneous Activities:

- Attended developer presentations on Gateway project
- Attended City Council meeting to watch presentation on potential Collide Center development downtown
- Attended Chamber of Commerce Competitive Edge business education series
- Assisted with site visit by Shane Peng, Jungli City Mayor's Representative
- Attended the Greater Dallas Taiwanese Chamber of Commerce Chinese New Year Charity Gala in Dallas
- Toured the Flour Mill facility to learn more about the building and future development plans