



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

March 14, 2017

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: March 21, 2017 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

The following three are updates from my January Report:

- Blount continues with their soup line installation and production area. I have visited twice over the past couple of weeks and each time, progress being made. And, very impressive on all the stainless steel being installed for all their cooking/transfer processes! Their April completion date might slip to May, but they're pressing on.
 - One of their biggest challenges is workforce availability. In working with their HR Team, we hear they struggle with getting production line personnel. At this time, they have almost 200 and could use another 20 to 30 without hesitation. With new capacity, products and demand coming with the completion, this will become even more critical for them.
- Simpson Strong-Tie expansion is well under way. They are making huge progress on their building project. Phase 2 is due to be complete April 20th. They are in the finishing stages and Phase 3 is well under way. They believe they are about to complete the fire lane as that was needed to be complete before phase 3 could progress along. So far so good!
- Popular Ink has now expanded into the East bay adding another 15K sf. For inventory warehousing. Their new state of the art press from Italy has arrived and installed. At \$2.5 million they are very proud AND excited about it. Paul Grimes, Darrell Auterson and I had the chance to tour the plant on March 8th. Dru and Ray have come a long way from the barn they started in... literally!

Some time ago, I was asked what the BRE Program was. I do not believe I stammered, but making it a statement I could put on the back of a t-shirt, I got a bit long winded! So, I went to my study materials and found a definition (quote) I felt pretty much put it in sync:

"...Very simply, two things: communication and action. If a community takes the time to talk with a business, to understand its concerns, risks, opportunities and challenges, it will understand exactly what it takes to improve business. Then it needs to act on what it has heard. The company also has the responsibility and opportunity to engage shareholders in a proactive dialog." David Trebing, General Manager, State/Local Relations, Daimler, AG

I stuck a stake in the ground then and counted forward on my calendar how many times I feel I have directly worked in these two areas of communication and action. In the past two months, 22 face to face contacts and then numerous and various other communications efforts. McKinney is an active community between our MEDC efforts and what our local businesses have to offer.

BREP is very strong these days!

Also in this section, please go to the following link: <http://mckinneytexas.org/1046/Development-Reports> to find the McKinney at a Glance Development report for February. This is produced by the Planning Department and is quite comprehensive of what is happening in McKinney. Rather than try and explain it all, it is pretty self-explanatory, but certainly questions may come up.

New Business

Although this is not my specific area, we all do a bit of everything. I've spoken and worked with three companies recently; one local start up, a Richardson, Texas technology company wanting to head north to McKinney, and a McPherson, Kansas gaming company that wants to expand into North Texas.

Emerging Technology

With the MEDC working on a Strategic Plan with the TadZo Team, this program as we know it is in the discussions and under evaluation. It might evolve differently than it is today. We believe that this type of effort and initiative is important in our community, but just how it all plays out, is still being considered.

The WERX in McKinney

During the Board meeting and in Open Session, John Miller and Harry Smeenck will give a full update on The WERX and the proposed McKinney Innovation Center.

The Team here continues to work hard in promoting our wonderful community!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology
MCKINNEY ECONOMIC DEVELOPMENT CORP.