



## **Economic Development Highlights President Auterson August 2016**

### **Prospect Activities:**

- **Assisting Abby/Chad with Project Red River negotiations; participated with Abby in presenting tax abatement request to Collin County Commissioners (request denied)**
- **Participated in preliminary discussions regarding Project Spark**
- **Participated in luncheon discussion with Project 3S executives, Abby Liu and City Manager, Paul Grimes**
- **Prospect discussion upcoming regarding Gateway**

### **Business Retention/Expansion Program (BREP) Activities:**

- **Toured Raytheon and Encore Wire facilities**
- **Participated in ribbon-cutting for Vazata Corporate Headquarter Grand Opening**
- **Upcoming tours at StatLab, Emerson and WERX**

### **Entrepreneurial Activities:**

- **Networked with entrepreneurs at McKinney Chamber quarterly luncheon**
- **Met with new owner of the Flour Mill**
- **Met with representative of Kick Starter CRM**
- **Tour upcoming at the WERX**

### **Marketing/Promotion/Connections Activities:**

- **Attended Chamber quarterly luncheon**
- **Continued meetings with board/council members, community leaders, City Manager, McKinney Alliance, real estate brokers, developers, etc.**
- **Met with Jim Gandy and staff at Frisco Economic Development Corporation to discuss regional collaboration**

### **Research Activities:**

- **Requested incentive compliance best practices from colleagues at Frisco EDC**

- **Discussed some historical Gateway issues with City Manager; more discussion and research to come**
- **Met with Craig Ranch development team to discuss future development opportunities**
- **Procuring license to use salesforce software**
- **Evaluating staffing allocation models (function vs. book of business)**
- **Developing weekly President's Update to e-mail to board, City Manager and City Council**
- **Solicited proposal from TadZo Consulting to perform targeted industry analysis, workforce data analysis, lead generation and strategic planning**