



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

July 11, 2013

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: July 16, 2013 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

This past month has been very exciting from this desk! On the retention side, all is good and we haven't heard of anyone leaving. So that is good!

Update on the Raytheon HQ move, we met with Jon Adams, Director of Communications & Community Relations. Jon is assisting in the transition and our meeting was to get our relationship engaged. It was a very good meeting and we're set to meet again soon.

We continue to work the two expansion projects that were introduced last Board Meeting. At this time nothing new to report as they continue to "work through the process".

Here are some quick points on recent and ongoing expansions:

Traxxas - the distribution center is getting closer. The distribution center has received a temporary certificate of occupancy while they finish up a few remaining punch list items and I've gotten word that they have begun work on the underground portion of the office building. Progress, albeit, a bit slow to our eyes.

Emerson - Their site is really taking shape and all in the community have the opportunity to see it all happen as it sits right on 75! The project is still basically on schedule with CO date of late August and "soft" move in during September. October will be moving staff and FFE. At this time a "community" event is scheduled for November 8th. All's good on this front!

Both Encore and Raytheon are preparing documentation for distribution of their monies from Loan Agreements for completion of their projects. So this is good for them!

Emerging Technology

Also on the expansion side though is the "expansion" of our very own Emerging Technology Program. The Collide Center is "open for business"! Official opening for residents was on June 17th. (See Collide

Center attachments) So, as I write this we are in Week Four. Other than a few start up issues, we're off and running better than we could have ever hoped for! Currently we have 13 companies, representing 24 people accepted into the residency program. Five of them are classified as Incubator, seven Accelerator and one TBD.

What is the difference between the Incubator and Accelerator?

The 'Accelerator' is for groups that are further along in their development and will have opportunity for things like introduction to investors, pitch sessions, etc. with the goal of facilitating growth and accelerating success of the entity. The "Incubator" is more of a learn and develop environment for companies just getting their legs, and the goal there is to prepare them to move into the accelerator when they are ready to be fast tracked.

Add to this the six we have in Curious Complex as our Anchor and Managing Tenant, we have right at 30 people in and out of there now. With the security we now have, the Collide Center is open from 6:00 am until midnight, seven days a week. It is rare that all are there at one time as schedules are all over. And we still have room for a few more. The previous tenant had 40 in there and they were not crowded at all.

We continue to work the Corporate Host company idea. We have not landed any deals yet, but good discussions are under way.

The education piece is coming together as well. We are working a calendar that hopefully will be published in the next week or so, that will have speakers, workshops and events posted. And an interesting fact here is that we are being contacted rather than having to go out and solicit!

We invite you all to come and visit and see the new energies being generated.

Other Emerging Technology Program updates:

MEDC hosted a Lunch & Learn for the Perfectly Green Corp on June 27th to share the experience they are having with the City of McKinney and with the various district leadership of NTMWD. There were nearly 25 in attendance and went very well. There are already inquiries into Perfectly Green on how their districts can get involved as well!

75 Construction Communication - Our office continues to work with the businesses along the 75 construction corridor. Most recently we are working on banners that businesses want to put up. Although there are City Ordinances governing banner size and time up, we are looking at variances to allow these for bigger sizes and longer stays. This is ongoing and so far, so good.

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!

Other:

Cayti and I attended the TEDC Economic Development Sales Tax Workshop on June 28th for the day in Mesquite. Attached is the full agenda and I am happy to report, we both passed and received our certificates!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology

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