

Chad Walker
Director of Business Development
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Much of this last month was spent traveling and working on the McKinney familiarization tour.

I traveled to Atlanta, GA, and Greenville, SC, with the Dallas Regional Chamber for three days of meetings with top site consultants. The purpose of the trip was to promote the benefits of the DFW region as a whole, but each community was given the chance to talk about the current activity in their area and the types of industries they are recruiting. The DRC does a good job organizing these trips and setting quality appointments with consultants.

The fam tour gave us the opportunity to bring five premier site consultants to McKinney to showcase our community. We used this tour to highlight our greenfield real estate sites and buildings for lease as well as introducing them to thriving local businesses that have worked with MEDC and found success in our market. The most effective message is one delivered by our local businesses, as they give a first-hand account of the quality of our community and local workforce.

Business Development Activities:

- Attended Integra Realty Resources client appreciation event in Fort Worth 10/22
- Met with Project CA Snickers in Dallas on 10/23
- Met with site consultants in Atlanta and South Carolina with DRC on 11/4 – 11/7
- Hosted 5 site consultants on McKinney Fam Tour 11/11 – 11/13

Projects:

I do not have any projects that require board action this month.

Miscellaneous Activities:

- Had online meeting with Salesforce CRM group on 10/24
- Attended IEDC conference in Fort Worth 10/22