



McKinney Economic Development Corporation

Abby Liu, Executive Vice President

December, 2017

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- A Special City Council meeting was called on November 29 for the City of McKinney to nominate PACCAR as an Enterprise Project for the company's Texas Enterprise Zone (TEZ) Application. The City Council voted to approve the item unanimously. Staff has worked intensively with Legal Counsel Lathrom, City Secretary Hart and PACCAR consultants for its TEZ nomination. PACCAR's application to Governor's Office was submitted timely to meet the deadline of December 1.
- Assistant City Manager Shelton and Staff met with PACCAR staff to assist with the process and incentives issues on December 7.
- Staff hosted a lunch meeting with Brilong Vice President to discuss the establishment and growth of the company in McKinney on November 30.

B. Business Attraction

- Staff met with a commercial real estate broker Tong focused on the foreign direct investment from Asia in historical downtown McKinney on November 9.
- Staff met with Project Harvest Vice President about Global Soft Landing Program as well as the establishment and growth of the company.

Marketing/Promotion/Connection Activities:

- President Auterson and Staff attended CoreNet Tour of Toyota North America Headquarters in Plano on November 16. (Photo attached)



- Staff attended and made a presentation on behalf of McKinney at Team Texas – European American Investment Council (EAIC) German Aviation and Aerospace Delegation in Fort Worth on November 17. (Photo attached)
- After Mayor Fuller’s interview about “PACCAR Set up in McKinney” with Dallas Chinese News Chief Editor Mak on October 31, the news was published on November 24. The positive news coverage shared McKinney’s successful Fortune 500 business attraction story with the Asian community in the Dallas/Fort Worth metroplex. Dallas Chinese News is a weekly Chinese language newspaper to serve the Asian Communities in North Texas region since 1981. The current circulation is 15,000 copies, distributed throughout the Dallas/Fort Worth/Arlington metroplex. The paper is free to pick up at about 60 different locations. (News attached – Chinese and English version)
- Staff attended 2017 Economix in New Orleans on December 5 and officially received the “Top 50 Economic Developer in North America” Award on stage in front of the site selection consultants and peer economic developers. (Photo attached)
- President Auterson, Business Development Director Coleman and Staff attended BISNOW – Dallas Capital Market and 2018 Forecast in Dallas on December 12.

Other:

- Executive Session Agenda Items:
 - Global Soft Landing Program

CORENET TOUR OF TOYOTA NORTH AMERICA HEADQUARTERS

Plano, TX | November 16, 2017



CoreNet offered a tour of the North American Headquarters for Toyota. Toyota engaged KDC and Corgan to develop and design the campus. This multi-building campus has centralized amenities, including a healthcare clinic, pharmacy, fitness center and museum. The site uses many unique touches, such as an airbag lighting scheme and an engine part sculpture.



The headquarters also provides an inspiring, connecting, flexible, innovative and sustainable workplace. The rock-climbing wall, airbags, living plant wall and engine parts sculpture are seen here.

TEAM TEXAS – EAIC GERMAN AVIATION & AEROSPACE DELEGATION

Fort Worth, TX | November 17, 2017

Meet McKinney
Economic
Development
Corporation

Connecting you to the world



- Conveniently located 30 minutes north of Dallas
- Home to McKinney International Airport, a 400-acre corporate airport with service U.S. Customs
- Approximately 30 minutes to DFW International and Love Field airports
- Highly educated workforce
- Competitive incentives
- Available land

McKINNEY
Economic Development Corporation

Team
Texas

Team Texas hosted the EAIC Delegation in Texas this month. 8 aviation and aerospace companies from Germany – who are interested in expanding their operations into the US – visited Dallas/Fort Worth for a 4-day tour. Members of the MEDC team met with the delegation through their stay; attending the multiple events through the Metroplex. A promotional package was sent to Germany for each of the delegation members from MEDC; highlighting McKinney and our offerings.



PACCAR 設廠麥肯尼市

(本報專訪) 以生產各類型卡車及貨櫃牽引車而馳名的PACCAR公司經過一年多多的勸察及篩選, 決定將在麥肯尼市興建廠房, 生產該公司旗下Dynaeraft品牌的零組件。該公司已購入毗鄰75號公路的工業用地, 計劃興建十三萬平方呎的廠房, 並於上月中旬舉行了動土儀式。

據麥肯尼市經濟發展公司執行副總裁高琳(Abby Lim)指出PACCAR公司是美國貨櫃牽引車最主要的生產商, 旗下的Kenworth、Peterbilt和DAF品牌廣為人知, 目前是名列財星500大企業的第164位。根據協議, 該公司在麥肯尼市的投資總額將超過二千萬元, 廠房落成後可創造約二百個工作機會。這是繼生產汽車保險儀器的台灣東陽集團及生產越野車的重慶環際集團之後, 另一家與汽車行業相關的企業選擇落戶麥肯尼市, 為該市近年來積極吸引外資邁向更高的目標。

本報記者特別在動土儀式後走訪新任的麥肯尼市市長喬治·富勒(George Fuller)。



麥肯尼市市長George Fuller(左)與麥肯尼市經濟發展公司執行副總裁高琳

記者:麥肯尼市最讓您引以為傲的是什麼呢?
市長:我認為是多年來我們一再被評選為全美「最宜居城市」的美譽。麥肯尼市標榜的是獨特的自然生態(Unique by Nature), 這可以說是得天獨厚的地理位置及地形地貌。這裡有高大的樹木和原始的森林, 也有起伏不平的丘陵。我們鄰近達拉斯, 但又遠離大都市的塵囂; 高速公路縱橫交錯, 既有「出行」的方便, 也有「家居」的寧靜。無論您經過那一個社區, 都可以看到綠樹成蔭的景緻, 這也是吸

引我在此定居超過二十年的最主要原因。

記者:您是新任的市長, 您對麥肯尼市的未來有什麼願景呢?

市長:簡單的說, 保持「最宜居城市」的美譽, 並進一步發展為宜居又宜商的城市。您可以看到近年來我們對外招商引資的努力, 商業發展可為本市帶來穩定的稅收和就業機



計劃興建的廠房藍圖

會, 但我們必須注意不能為了發展經濟而影響我們的居住環境, 高品質的生活是構成宜居城市最重要的元素。

記者:市府年度預算中最大的支出是那些項目呢?

市長:歷年來都是在公共安全方面, 這包括警察、消防和急難救助, 接近預算總額的一半。就本財政年度來說, 警察佔25%(\$34,237,016), 消防佔21%(\$28,311,646)。這也是成為最宜居城市的代價, 當然優良的學區也是同等的重

記者:您就任市長以來, 面臨最重要的工作是什麼?

市長:正如您所知道的, 麥肯尼市近十年來發展非常快速, 我希望城市的規劃不但要追得上發展, 更要超前。為未來一二十年奠定穩固的基礎。在這個目標下, 我們必須投注更多心力, 將規劃做好。譬如說, 現行的土地使用法規沿襲多年前所訂的, 當時並未考虑到城市的蛻變, 有些不合時宜的就應從速修訂, 就如今天PACCAR的建廠計劃, 十年前我們是無法想像的。我認為麥肯尼已不能只重視住宅



圖為麥肯尼市府團隊在PACCAR廠房動土儀式上合照

社區的發展, 也需要規劃出商業區和工業區, 所以土地用途的全面檢視是最重擔子。

記者:您認為麥肯尼市如何可以在相鄰的城市如布蘭諾(Plano)及費斯可(Frisco)中脫穎而出呢?

市長:我想我們是各具優勢的。在地理位置上, 我們是沒辦法改變的, 您說的兩個城市都有它們在地理上的優勢; 但布蘭諾市能開發的土地已所剩無幾了, 費斯可市面臨的交通擁擠和房價高漲問題也是到了發展的瓶頸。回頭看麥肯尼市, 可開發的土地相對的十分充裕; 住宅價格亦相對的低廉, 不正是安居樂業的首

選嗎? 別忘了, 我們還擁有一個未來發展最有幫助的區域性商用機場, 毗鄰75及121公路, 有全長7,000呎的跑道及新建的塔台, 可升降任何國內線航機, 並設有24小時作業的塔台, 其重要性與日俱增。

記者:您計劃吸引更多來自亞洲地區的投資嗎?

市長:我們非常歡迎海外的投資, 包括已有多家來自台灣及中國大陸的企業落戶麥肯尼市。我們有多方面的配套優惠政策, 這方面有執行副總裁高琳女士全力支持, 我們更有高效的市政團隊, 過去許多成功的案例就是最好的證明。

PACCAR小檔案

PACCAR Inc成立於1905年, 總部設在華盛頓州Bellevue市, 主要生产卡車、貨櫃牽引車及柴油引擎, 旗下著名廠牌包括Kenworth、Peterbilt、DAF、Leyland等, 業務遍及全球。2016年總資產68億元, 營運收入170億元, 共有23萬員工。最新財報顯示約五成營業收入及利潤來自美國以外地區, 在全球有2,100代理商。

PACCAR



達拉斯新聞

DALLAS CHINESE NEWS

Nov. 24, 2017



George Fuller, Mayor of McKinney(L) pictured with Abby Liu, Executive Vice President of MEDC.



The McKinney Economic Development Corporation held a groundbreaking ceremony of a new manufacturing facility of PACCAR's Dynacraft division.

PACCAR sets up plant in McKinney

After more than a year of exploration and site selection, PACCAR decided to build a plant in the city of McKinney to manufacture the company's Dynacraft parts and assembly lines. The company purchased industrial land adjacent to Highway 75 with plans to build a 130,000 square foot facility and held a groundbreaking ceremony in mid-October.

According to Abby Liu, Executive Vice President of McKinney Economic Development Corp., PACCAR is the leading manufacturer of container trucks and diesel engines in the United States. Its Kenworth, Peterbilt and DAF brands are widely known, and the company is ranked 164th amongst Fortune 500 companies. According to the agreement, the company's total investment in the city of McKinney will exceed 20 million dollars. After the completion of the plant, 200 jobs will be created. This follows the success of Taiwanese Tong Yang Group, which produces automobile bumpers/accessories and China's Hisun Motors Corp., which produces utility vehicles, and another manufacturer related to the automobile industry, which has chosen to settle in the city of McKinney. This also continues the effort of attracting more foreign investments to McKinney.

Our reporter interviewed the newly elected Mayor George Fuller after the ceremony. The following are the highlights from the interview:

Reporter: As the Mayor of McKinney, what aspect of your city are you the most proud of?

Mayor: I think it is our reputation as one of the best places to live in the United States for many years. Our slogan is "Unique by Nature", which represents our unique geographical location and topography. We have plenty of tall trees and forests, as well as rolling hills. We are close to Dallas, but far away from the hustle and bustle of the metropolitan area; the highways are crisscrossing, making it easy to travel around and enjoy a country-like relaxing living. No matter where you pass through in the community, you can see the tree-lined scenery, which is also the main reason that has attracted me to settle here for more than two decades.

Reporter: You are the new mayor. What is your vision for the future of McKinney?

Mayor: Maintaining the reputation of being the best place to live and further developing into a livable and desirable city. You can see our efforts in attracting foreign investment in recent years. Commercial development can bring in stable tax dollars and employment opportunities to the city. However, we must be careful not to compromise our living environment in order to develop our economy. That is the most important element of the best place to live city.

Reporter: What is the biggest spending for the city?

Mayor: For many years the answer is public safety which includes police, fire and emergency relief. We spend close to half of our annual budget on public safety. For the current fiscal year, police accounted for 25% (\$ 34,237,016) and fire 21% (\$ 28,311,646). This is also the price tag to be the best place to live city. Of course, an excellent school district is equally important.

Reporter: Since assuming office as mayor, what is the most important task you face?

Mayor: As you know, the development of the city of McKinney has been very fast in the past decade. I hope that the city's planning will not only catch up with the development but also forward-looking, laying a solid foundation for the next 10 to 20 years. In this goal, we must put forth more efforts to plan well. For example, the existing zoning ordinances have been adopted for many years and some are outdated. At that time, no huge urban developments and population growths were envisaged. Some outdated ordinances should be amended as soon as possible. Just as today PACCAR's construction plan was unimaginable ten years ago. I think McKinney's focus is not only limited to the development of its residential community but also the commercial and industrial areas. Therefore, a full review of land use is the challenge we must deal with.

Reporter: How do you distinguish McKinney from neighboring cities like Plano and Frisco in terms of attracting foreign investment and company relocation?

Mayor: I think we all have advantages. We cannot change geographically, both cities you mentioned have their geographical advantages, but Plano is basically in a landlocked situation, which means they have few vacant lands, while Frisco is facing with traffic congestion and the sky rocketing land prices for both commercial and residential developments. Looking back at the city of McKinney, the land that can be exploited is relatively abundant; housing prices are still relatively affordable. We are the first choice for people to raise a family and have a peace of mind regarding education and jobs. Don't forget, we also have one of the most convenient regional commercial airports for the future. With a 7,000 feet runway and a new tower adjacent to highway 75 and 121, it can accommodate any domestic airline and has a 24-hour Customs. It is becoming more important when it comes to competing with surrounding cities.

Reporter: What is your plan to encourage international economic development, specifically targeting Asian countries like China and Taiwan?

Mayor: We very much welcome overseas investment, including a number of companies from Taiwan and mainland China that have called the city of McKinney their homes. We have a wide range of incentives to attract foreign investments. In this regard, Ms. Abby Liu, our Executive Vice President of MEDC has been working diligently with our City Council to explore all opportunities to attract more foreign companies to relocate here in the city of McKinney. The many successful cases speak for themselves.

PACCAR at a glance:

Founded in 1905 and headquartered in Bellevue, Washington, PACCAR Inc. manufactures medium and large trucks, container tractors and diesel engines. Its well-known labels include Kenworth, Peterbilt, DAF, Leyland and others. In 2016, its total assets were 6.8 billion dollars and its operating income was 17 billion dollars, with a total of 230,000 employees. The latest earnings report shows that about 50% of revenue and profits were generated from countries outside of the United States. PACCAR has a total of 2,100 dealers worldwide.



A rendering of the new manufacturing facility in McKinney.



“TOP 50 ECONOMIC DEVELOPER IN NORTH AMERICA”

ECONOMIX 2017

New Orleans, LA | December 5, 2017



ECONOMIX is an organization for economic development professionals that provides an environment that brings insights, practical knowledge, and networking tools to enhance the members' respective communities.



A. Liu and R. Kitchens (Managing Director, Consultant Connect); Honored recipients at the award ceremony.

Abby Liu was honored with the “Top 50 Economic Developer in North America” award. Our host at the event, Consultant Connect, Ron Kitchens, and his team powered the event.