

Economic Development Highlights
Vice President Liu
MAY 2013

Economic Development

Economic Development/ Marketing

- Raytheon Moving SAS (Space and Airborne Systems) California Headquarters to McKinney (See attached News Announcement)
- The process from the first telephone call to MEDC till the news announcement is 27 days. Two major efforts contributed to the success of this extraordinary project.
 - ❖ The strong support and vision on incentives from MEDC Board, City Council and MCDL Board.
 - ❖ The capable and efficient McKinney team under the leadership of City Manager Gray and President Wehmeier. Staff is honored to be a part of this winning team.

Fri., 4/5 (3:45 pm)	First Telephone Call to MEDC
Tues. 4/9	McKinney & Raytheon Conference Call
Thurs. 4/11	MEDC Special Board Meeting
Fri. 4/12	MCDL Special Board Meeting McKinney & Raytheon First Meeting
4/15-24	Mayor-hosted Luncheon for Raytheon MEDC Deal/Contract Negotiation with Raytheon
Thurs. 4/25	Raytheon Executive Signed MEDC Offer Letter
Thurs. 5/2	Raytheon Announcement

- ***“The experience working with McKinney is an A+, the best of all.”***

*Quoted by Joseph Zummo, Government Relations,
Raytheon Company
April 19, 2013*

- DCI Visited McKinney on April 3-5 (See attached picture)
- Updated TexasOne Calendar (See attached)

- Houston Taiwanese Chamber of Commerce Houston, Texas (See attached picture)
 - Staff participated Houston Taiwanese Chamber of Commerce and met the new Director General Steve Hsia, Taipei Economic & Cultural Office in Houston on May 12.

Business Updates

- Wistron GreenTech (Texas) Corp. (WGTX)
 - Staff participated Mayor-Hosted Luncheon at Stonebridge Country Club on behalf of General Manager Patrick Lin's visit on April 15. (See attached)
 - Staff led the meeting to introduce Director of Workforce & Economic Development at Collin County Community College to WGTX management team to proceed with WGTX's Skill Development Fund granted by Texas Workforce Commission.
 - Tentative Grand Opening: August

Prospective New Business

- Will discuss in Executive Session.
 - Project Orange
 - Project Starfruit



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Raytheon realigns two business headquarters locations

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Part of company's previously announced consolidation initiative

WALTHAM, Mass., May 2, 2013 /PRNewswire/ -- Raytheon Company (NYSE: RTN) today announced that two of its four businesses will have new headquarters locations. The decisions stem from the company consolidation announced March 25, 2013, intended to streamline operations, increase productivity and achieve stronger alignment with its customers' priorities.

Raytheon's newly formed Intelligence, Information and Services (IIS) business will establish its headquarters at the company's existing Dulles, Va., hub operations in Sterling, Va. IIS provides a full range of ISR, navigation, weather, cybersecurity, training, logistics, mission support and engineering solutions for the intelligence community, government and commercial customers.

Raytheon's Space and Airborne Systems (SAS) business headquarters will transition from El Segundo, Calif., to McKinney, Texas, where the company already has a major business presence. Raytheon will maintain business operations in California, as well as in other states. SAS builds radars and other sensors for aircraft, spacecraft and ships; provides communications and electronic warfare solutions; and performs research in areas ranging from linguistics to quantum computing.

The headquarters of Raytheon's Integrated Defense Systems and Missile Systems businesses remain in Tewksbury, Mass., and Tucson, Ariz., respectively.

About Raytheon

Raytheon Company, with 2012 sales of \$24 billion and 68,000 employees worldwide, is a technology and innovation leader specializing in defense, security and civil markets throughout the world. With a history of innovation spanning 91 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems; as well as a broad range of mission support services. Raytheon's global headquarters is in Waltham, Mass. For more about Raytheon, visit us at www.raytheon.com and follow us on Twitter [@raytheon](https://twitter.com/raytheon).

Media Contact

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3

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May 2, 2013, 5:15pm CDT | UPDATED: May 2, 2013, 6:14pm CDT

Raytheon moving California HQ to McKinney



Candace Carlisle
Staff Writer- Dallas Business Journal

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Raytheon Co. (NYSE: RTN) plans to move the headquarters of a \$6 billion business unit from El Segundo, Calif. to McKinney, the company said Thursday.

Raytheon's Space and Airborne Systems, one of the company's four business units, will move in an effort to streamline operations, increase productivity and achieve stronger alignment with its customers' priorities. The Waltham, Mass.-based electronics, mission systems and

defense technology parent company already has a presence in McKinney.

The move will bring jobs to North Texas, said [Dave Desilets](#), a Raytheon spokesman. However, he was unable to provide details on the number of jobs.

"The number of headquarters staff is relatively small when you compare it with our existing employees (in North Texas)," Desilets said.

In North Texas, Raytheon has 8,000 employees.

Real estate sources say the move will bring about 170 jobs, which have an average salary of \$250,000.

In a written statement, Gov. [Rick Perry](#) said the relocation to Texas from California was further proof the state's highly-skilled and competitive workforce will continue to attract technology companies large and small, such as Raytheon's business unit.

Along with the move, a number of employees from a Garland Raytheon office will move to McKinney, Desilets said. He was unable to share the number of employees moving within North Texas.

Last year, real estate sources said [Raytheon was considering a massive consolidation](#) in Richardson. That consolidation is still on the table, the sources say.

Other large companies are also choosing to consolidate in Richardson. **State Farm Insurance** consolidated its business into a large regional hub in Richardson.

In another move, Raytheon plans to establish its newly formed Intelligence, Information and Services business headquarters at the company's existing Dulles, Va. office, with hub operations in Sterling, Va.

Candace covers commercial and residential real estate and sports business.

Raytheon

Raytheon plans to move one of its four business units headquarters from California to McKinney, where the company already has operations.



Development Counsellors International (DCI)

McKinney tour on April 4, 2013

Picture taken in Texas Instruments jet at

Collin County Regional Airport

L to R: Deborah Tempio – DCI, Victoria Lee – DCI, Jerry Alexander – TI Flight Operations, Andrew Levine – President, DCI, Abby Liu, Cayti Huston



Events for Fiscal Year 2013

- May 29** NAFTA Mexico Event
San Antonio, TX
All Tiers Welcome
- June 3 – 4** Los Angeles Business Recruitment Mission
Tier 3, Tier 4, Tier 5
- June 9 – 11** IEDC Spring Conference
Ann Arbor, MI
- June 17 – 18** New York Business Recruitment Mission
Tier 1, Tier 2
- June 18 – 19** New York Business Recruitment Mission
Tier 3, Tier 4, Tier 5
- June 27** TexasOneSM Board Meeting and Luncheon
Fort Worth, TX
All Tiers Welcome
- August 19 – 22** Canada Business Recruitment Mission
Tier 1, Tier 2, Tier 3

Events for Fiscal Year 2014

- September (Date TBD)** South America Business Recruitment Mission
Tier 1, Tier 2, Tier 3

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**Houston Taiwanese Chamber of Commerce Meeting Honoring
Director General Steve Hsia
Taipei Economic & Cultural Office in Houston, Texas
May 12, 2013**



Wistron GreenTech

Lunch at Stonebridge Ranch Country Club on April 15, 2013

L to R: Wanda Keaton – Wistron GreenTech (Texas) Corp. Human Resources Manager, Patrick Lin – Wistron GreenTech General Manager, Joseph Hsu, Bill Long, Abby Liu, Jason Gray, Travis Ussery, Brian Loughmiller, Jim Wehmeier