



McKinney Economic Development Corporation

Abby Liu, Interim President

May, 2018

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Staff held a meeting with Toyoshima Electronics Vice President Wang for the company operations in McKinney on April 20. Toyoshima Electronics, global headquartered in Taiwan, is the first MEDC Global Soft Landing Program (GSLP) since the Program launched in the 4th Quarter of 2017.
- Business Retention & Expansion (BREP) Director, John Valencia, and Staff visited Project Todd's real estate representative firm in downtown Dallas on May 2.
- Legal Counsel Mark Houser and Staff held a meeting with PACCAR/Dynacraft Division Strategic Implementation Manager Horace Wynn to discuss PACCAR/Dynacraft new construction progress as well as the company's potential additional investment opportunity in McKinney.

B. Business Attraction

- Business Development Director Bruce Coleman and Staff hosted a lunch meeting with KDC Senior Vice President/Partner Bill Guthrey and Senior Vice President of Development Colin Fitzgibbons in Dallas on April 27. Staff exchanged new business attraction leads with KDC, encouraged KDC to increase the marketing initiatives on Southgate and also invited KDC to join Director Coleman's coming Southern California Business Mission in late May. VP Fitzgibbons accepted the invitation and will make the joint new business attraction call with Director Coleman in Southern California on May 31.
- Following up the March/April meetings with Project Empire, Staff organized a meeting with Project Empire CEO while the CEO's visit in



McKinney from overseas at City Hall on May 1. Mayor Fuller led the meeting and joined by MEDC Vice Chairman Paul Merritt, City Manager Paul Grimes, Assistant City Manager Barry Shelton, Development Service Executive Director Michael Quint and Staff. Good information was exchanged at the meeting.

- Staff organized a meeting to assist Sentinel Capital with City Planning staff at the MEDC office on May 2 to discuss the company's request of the zoning change for the potential investment in McKinney.
- Staff held two meetings with Bradford Commercial Real Estate Services on April 12 and 24 to discuss the potential investment in McKinney.
- Staff worked with a commercial real estate broker in California to recruit an Asian business to McKinney potentially applying Global Soft Landing Program.

Marketing/Promotion/Connection Activities:

- Staff attended McKinney National Airport for McKinney Air Center Groundbreaking on April 20.
- Staff attended the Quarterly Marketing Roundtable meeting led by City Communications Director CoCo Good at City Hall on April 25. The meeting goal was to enhance the communications and share the collaboration opportunity among all the City partner organizations.
- Staff hosted a Marketing meeting with Michelle Feldker, City Communications & Media Specialist, and Madison Clark, MEDC Business Development Specialist, to discuss MEDC marketing initiatives and social media posting on April 26. It was a productive meeting to make progress on Request for Proposal (RFP) Template as well as set the work plan for the MEDC promotional PowerPoint Presentation.
- Staff assisted Chamber President Lisa Hermes to invite Texas Economic Development Corporation President and Chief Executive Officer Robert Allen to be the keynote speaker in McKinney on May 1. Staff joined President Hermes for the McKinney National Airport Tour with President/CEO Allen and followed by



attending the VIP Reception hosted by McKinney Chamber at Rick's Chophouse on April 30 as well as the morning event for President/CEO Allen speech on May 1. City Manager Grimes and Staff hosted a lunch with President/CEO Allen to discuss the potential collaboration opportunity with Texas Economic Development Corporation as well as the Governor's Office. (Photo attached) |

Administration:

- Staff continued working with Finance staff to prepare MEDC budget. The second and third meetings was held at MEDC office on April 25 and 30.
- Staff held the Budget Subcommittee Meeting to discuss Year 2019 MEDC Budget at MEDC office on May 1. The attendees include Secretary/Treasurer Robbie Clark, Board Member Kenneth Sipiora, Board member Michael Jones, City Senior Financial Analyst Eric Corder, Financial Analyst Chance Miller and Staff. After the productive meeting, MEDC completed the fiscal year 2019 budget and will be presented to the board seeking approval at MEDC Board Meeting on May 15. Once the budget is approved by the MEDC board it will be prepared for the City Council to take action.
- Executive Session Agenda Items:
 - Dynacraft
 - Project Knowledge
 - Project Southgate

ROBERT ALLEN VIP RECEPTION

McKinney, TX | April 30th, 2018

The McKinney Chamber of Commerce hosted Robert Allen, President and CEO of the Texas Economic Development Corporation, to a wonderful dinner reception. Abby Liu, Interim President of the McKinney Economic Development Corporation, and present and past MEDC Board Members were fortunate to attend the reception. Legacy Bank sponsored the reception.



McKinney Deputy City Manager Jose Madrigal, McKinney Mayor George Fuller, President & CEO of Texas EDC Robert Allen, President of the McKinney Chamber of Commerce Lisa Hermes, Interim President of McKinney EDC Abby Liu, and Director of McKinney Airport Kenneth Carley.



Attendees of the reception heard from President of the McKinney Chamber of Commerce Lisa Hermes, Legacy Bank Senior Vice President & MEDC Secretary/Treasurer Robbie Clark, and President & CEO of Texas EDC Robert Allen.



Raytheon Vice President & MEDC Board Member Sharon Denny with Robert Allen, Robbie Clark, and Abby Liu.



MEDC - McKinney Economic Development Corporation



April 30 at 10:45pm · 🌐

Interim-President Abby Liu with present board members Sharon Denny and Robbie Clark along with past board member Randy Page attended a special VIP reception tonight for Robert Allen, President & CEO Texas Economic Development Corporation hosted by McKinney Chamber of Commerce.



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Pictures from the reception were shared on Facebook.