

Cayti Huston
Marketing & Research Specialist
September 2013



RFPs:

- MEDC has received 50 RFP's in 2013. These leads have come from the Governor's office, Dallas Regional Chamber & WEDA.
- 14 of those RFP's have been received in the last month. MEDC qualified for 9 of the RFI's and submitted proposals with qualified properties.

Research:

- GIS
 - Working with David Desmond, City IT Department, to learn the ArcMap software
 - Ability to research McKinney properties/owners, etc.
- Texas Workforce Solutions
 - Have been in close contact with Texas Workforce Solutions for reports and information. Will have a meeting in the upcoming weeks to discuss reports that would be beneficial to MEDC & McKinney
- Sites on Texas 2.0
 - Continuing to research demographic information in McKinney.
 - Have been contacted by brokers for specific demographic information

Marketing:

- DFW Real Estate
 - Will have 3 page spread in DFW Real Estate Summer/Fall and Winter/Spring issues
 - See magazine
- Texas Workforce Commission Employer of the Year Award
 - Formally Recommended Torchmark Corporation.
 - Utilize Workforce Solutions resources and work with Samaritan Inn to help their clients get back into the workforce
- E-Newsletter
 - May

- Reached 310 individuals
 - July
 - Reached 391 individuals
 - September
 - To be sent out
- Public Relations
 - MEDC is utilizing David Margulies of Margulies Group to represent MEDC. We will continue to work collaboratively with the McKinney Marketing Department & Margulies Group on press releases.
 - Press (attached)
 - Collin County Regional Airport
 - Center for Innovation Partnership
 - McKinney Corporate Center at Craig Ranch
 - Tech Cocktail at the Cotton Mill
- 20th Anniversary
 - Report
 - MEDC is going to produce a printed “20th Annual Report”, recapping the success of MEDC since 2013. This report will include successful projects, information about McKinney’s economy and workforce.
 - The report will celebrate our past and promote our future with the emphasis on TEAMWORK between City and MEDC.
 - McKinney Marketing Department is currently working on the report
 - Event
 - MEDC is planning to have an event to celebrate 20th Anniversary in the fall of 2013

Allen American > News

McKinney officials approve \$25M purchase of Collin County airport assets

Staff report

Published: Friday, September 6, 2013 11:19 AM CDT

McKinney city officials on Tuesday approved the \$25 million purchase of Collin County Regional Airport assets, making the city owner of the airport property and facilities.

The McKinney City Council authorized City Manager Jason Gray to sign a binding contract to purchase assets the city did not already own at the airport. The city owns the airport property but not the improvements.

The city will take over the assets Nov. 1. As part of the plan, the city will begin providing Fixed Base Operator (FBO) services such as fueling and handling aircraft with trained FBO staff when the current vendor contract expires Oct. 31.

"The city has historically subsidized operations at the airport without an opportunity to participate in the economic benefits of hangar leases, fuel sales and other services," McKinney Mayor Brian Loughmiller said in a city release. "The acquisition will allow for a return on investment allowing the airport to be self-supporting as well as providing an opportunity for a single point of negotiation as we compete for corporate aviation and aviation-related business development."

The \$25 million purchase price will come from Texas Department of Transportation funds already owed to the city for airport improvements, and approximately \$17.25 million in bonds to be retired from airport revenue. The city recently earned AAA bond rating which, along with low interest rates, means that even without additional improvements, airport revenue will cover the debt payments.

"Fuel sales are a major revenue source at the airport," Gray said in the release. "By providing that and ancillary services, the city will generate additional income that will pay debt and fund improvements to make the airport a gateway we can be proud of to lure additional corporate aircraft and business to our city."

McKinney Economic Development Corporation President Jim Wehmeier said, "By owning and operating the airport we can package hangar space, fuel and other incentives in a way that cannot be accomplished under the present system.

"As the airport generates more revenue, we can use that revenue to make further improvements that enhance the airport's economic impact on our community. One example of that would be to build a new FBO facility and customer terminal that will compete more effectively than the present facility."

McKinney is modeling its plans after Sugar Land, a Houston suburb that has built one of the nation's highest-rated FBO facilities in Sugar Land Regional Airport.

"We have carefully studied their operations and believe the model will work equally well in McKinney,"

Gray said. "We want to achieve the same goal of having an airport that receives high ratings from its customers."

Airport officials said there can be a smooth transition when the city takes over in November. "We have an experienced airport manager who has run an FBO before and have the same access to fuel suppliers and other equipment as the current operators," Gray said.

Officials of the Federal Aviation Administration and TxDOT have been briefed on the city's plans. FAA rules allow municipalities to offer fueling and other services at airports.

"The bottom line," Gray said, "is that the city has a rare and unique opportunity to acquire a key asset, phase out subsidies and invest future income in a better airport to serve our community."

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BUSINESS, GOVERNMENT / AUGUST 2, 2013

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION ANNOUNCES PARTNERSHIP WITH THE CENTER FOR INNOVATION AT ARLINGTON

POSTED BY: DAN JARVIS



Submitted by Katherine Quintero



McKinney Economic Development Corporation, a public economic development corporation in McKinney, announced today that the corporation is now an Affiliate Partner of The Center for Innovation (CFI), located in Arlington, Texas. “McKinney is a dynamic, rapidly growing and highly educated community. It makes perfect sense for us to proactively partner with CFI to leverage their relationships and access to other progressive and highly successful partners. We look forward to bringing other community stakeholder groups into this partnership with us to make the most of the mutually beneficial partnership,” said Jim Wehmeier, President & CEO of MEDC.

The Arlington, Texas based CFI serves as a catalyst for technology led economic development, facilitating and enabling the integration of industry, academic and government research with access to technology, capital and talent. Through the CFI, MEDC will participate in various consortia (with key local stakeholders) and leverage the partnership for knowledge transfer as well as to build relationships with successful corporations that could do business in McKinney in the future. “I just see this as a great opportunity to bring a lot of intellectual talent together and integrate it into a number of our community’s priority areas such as education, healthcare, aerospace and aviation etc.,” added Jim Wehmeier, President & CEO, McKinney EDC.

CFI is one of a select few federal “partner intermediaries” in the country with priority access to federal lab technologies out of nine federal agencies, and is the only partner intermediary in the country with multiple federal agency contracts. CFI also provides access to the best and brightest recruits from universities and its global network of industry affiliate partner companies.

Wes Jurey, President and CEO of the CFI stated that “the CFI welcomes the MEDC to the expanding and prestigious affiliate partner network. The new relationship will provide MEDC access to the CFI’s research and technology partnerships through the federal labs, universities and industry and access to talent, from design to manufacturing and deal flow. As an intermediary for relevant licensing and invention technologies, we anticipate playing an important role in offering new opportunities to current and perspective McKinney businesses.”

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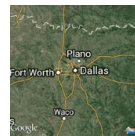
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FORECAST

TRAFFIC

Work starts on McKinney office building project

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By STEVE BROWN
Real Estate Editor

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A new speculative office building is going up in McKinney.

CBRE Group has been hired to lease the 120,000-square-foot office project being built in the Craig Ranch development north of State Highway 121.

VanTrust Real Estate LLC is building the three-story building in its McKinney Corporate Center in Craig Ranch.

The project is VanTrust's first office development in North Texas and is part of a 185-acre surrounding business park. Construction started in June on the infrastructure for the campus.

It's one of the commercial real estate elements of the 2,200-acre Craig Ranch residential community and mixed-use development.

The spec building is the first large multi-tenant office building planned for Craig Ranch.

McKinney economic development officials hope the business park will lure more corporate tenants to the community.

"The city of McKinney has proven itself to be a very pro-business environment and has been extremely easy to work with," Rich Muller, VanTrust vice president, said in a prepared statement. "We feel this winning combination gives us a terrific opportunity to be successful."

CBRE Group's Burson Holman and Shannon Brown will market the building to tenants.

O'Brien & Associates designed the project. And Mycon General Contractors is building the development.

The office development has been designed for an additional 120,000-square-foot building, which would double the size of the deal.

Follow Steve Brown on Twitter at @SteveBrownDMN.

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Tech Cocktail Event Being Held at the Collide Center in McKinney

The Collide Center has been invited to become part of the area Tech “ecosystem”.

NEWS RELEASE



Open less than two months, the Collide Center in McKinney has been invited to become part of the area Tech “ecosystem”.



Networking need not feel like work. That’s why Tech Cocktail Mixers focus on infusing fun into what is normally a stale experience. The premise is simple; we bring together Dallas’ hottest startups, mix with local tech enthusiasts and serve over cocktails. Whether you’re seeking a new job, looking to build a new connection to take your business to the next level, or simply looking for an exciting environment to break up the week, Tech Cocktail Mixers are the perfect way to serve up a healthy dose of fun and value to your week.

What to expect?

- Startups demoing in a casual expo style
- Engaging conversations
- Local technology all-stars, celebrities, and thought leaders

Details

Date: Thursday, Aug. 29, 2013, 6 p.m. to 8:30 p.m.

Category: Dallas, Tech Cocktail

Event Organizer: Tech Cocktail

Venue: Collide Center

Address: 610 Elm St., McKinney

The event will be held in the Event Hall of the Cotton Mill across the lobby from the Collide Center.

"This will allow us to showcase the Collide Center and our new *Collaboration Corridor*. We are working with Tech Cocktail as well as ImagineExhibits, a resident of the Cotton Mill, to meet the exhibit space logistics per Tech Cocktail specifications. MEDC and Curious Complex are the facilities host and Tech Cocktail will be hosting the Bar," said John Valencia, MEDC Director of Business Retention and Emerging Technology.

There will be 12 to 14 startups, at least two of them from the Collide Center, demoing their new products/ideas. [Click here for details.](#)

About the Collide Center

The Collide Center aims to support emerging technologies and to develop innovative industries within the City of McKinney by providing a range of services to entrepreneurs and startups. Curious complex with McKinney's Economic Development Corporation developed The Collide Center as a hub designed to provide workspace, education, support, events and workshops to businesses in McKinney. The Collide Center is a coworking space with Incubator and Accelerator programs geared toward fostering success for entities. Additionally, the center provides a "Collide Corridor" area for anyone to come to, meet up, work and otherwise collide with other innovators to spur new ideas and collaborate on possible ventures. Visit collidecenter.com for more information.

About McKinney Economic Development Corporation

McKinney, Texas, is unique by nature. As one of the fastest growing cities in the U.S., McKinney has a current population of nearly 141,000. Incorporated in 1848, the city is located 30 miles north of Dallas and is the county seat of Collin County. McKinney offers rolling hills, lush trees, a historic downtown square and unique neighborhoods and developments. Within a 30-minute drive to both DFW International Airport and Dallas Love Field, McKinney is also home to Collin County Regional Airport. Featuring multiple visionary developments and with lots of land to grow, the city is primed for economic development. McKinney ranks No. 2 on the Money Magazine Best Places to Live in America list and as a Top 100 Community in America for Young People by America's Promise Alliance. Visit the MEDC website at mckinneydc.com.

About Curious Complex

Curious Complex is the 'Match.com' of ecommerce. We create a safe and exclusive environment where passion driven consumers can connect. Find, buy and sell the things you LOVE from the people you trust. Curious Complex is an early stage startup that has raised \$1 million right here in McKinney. Curious Complex is in revenue phase, growing and will be finalizing its seed round in the next 60 days. Visit curiouscomplex.com for more information.