



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

October 10, 2012

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: October 16, 2012 MEDC Board Meeting; BREP Report/Update

MEDC General Activity on my Desk

Since last we met, time continues to be spent on much follow up on some new opportunities to be discussed later.

On October 1st and 2nd I had the opportunity to travel to Tulare California and the site of the City's wastewater treatment plant. The purpose of the trip was to view the future site of a technology that may come to north Texas and eventually, in part, to McKinney. A full report was issued to Jason Gray and I will follow up more in Executive Session.

The communication effort with the property and business owners along 75 continues to be a process with very good success and progress. I continue to meet with City staff and business owners to assist in the communication effort. In this past month there have been three businesses that have been addressed specifically; Fiat of McKinney, Cristina's Mexican Restaurant and Cigars & More. The latter two are both in Eldorado Plaza. For Fiat we are placing more blue driveway signs and for Eldorado Plaza businesses, we will continue to work with them on various sign options and designs. Rockfish has already participated here and have a banner up on the south side of their store. You may or may not have seen, but Channel 11 and Channel 8 have done video newscast of businesses having to deal with the 75 reconstruction.

In general we continue to have a lot of activity here at the MEDC. Following is a brief update in the particular areas of work

BREP

During this calendar year there have now been six BREP designated proposals to the Board. Of these, two are in progress, two are pending and two did not qualify. (Specific details and new opportunities will be discussed in Executive Session)

In the Pipeline:

Hot = Near closing - 2

Warm = Working - 9

Cool = Unlikely, but continue to work - 3

Cold = Very Unlikely, but continue to stay in contact - 2

Unknown = Status unknown, lost or fell out of touch for the time being... - 6

Suffice it to say, I'm keeping busy.

Emerging Technology

An exciting update here is the MEDC's very first Emerging Technology project, Perfectly Green Corporation, is very very close to deploying its first "live" solution right here in McKinney. I have been working with the PGC Team and they are hoping to have a community announcement as early as mid November. Stay tuned as I'll be sharing more information and details on them soon.

A number of our past and recent Emerging Technology companies are one by one... getting going, getting moved in, rescheduling and in one case, falling out. We have been kept busy getting all the legal documents in order and the processes in place.

Of the now 10 presented to the Board this calendar year, here is their status: 5 fully engaged; 2 are delayed and rescheduling; 2 did not make the vetting process and one fell out. (Specific details and new opportunities will be discussed in Executive Session)

Note: of the ten mentioned in the Pipeline above in the "Warm" category, five of them are Emerging Technology opportunities.

Abby and I continue work hard and promote our wonderful community. These are exciting times and we are blessed to be a part of McKinney!

Respectfully Submitted,

John Valencia

Director of

Business Retention, Expansion & Emerging Technology

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