

Economic Development Highlights July 2012

Marketing Communications

- TexasOne Calendar (See Attached)
- MEDC Web Site – CivicPlus (City & CCRA)
 - Full Support from City Staff & Cost Effective
 - Independent Web Site & Web Access
- Communications and Marketing Partners Group
 - Two RFQ Interviews
 - Allyn Media
 - Hill + Knowlton Strategies
- 2012 MEDC Aerial Map Updates
 - Folded Map - Ready
 - Mounted Map
- Attended DFW Taiwanese Chamber of Commerce Annual Banquet, Richardson, Texas.

MEDC – Title Sponsor

City Council

Mayor Pro Tem – Travis Ussery

- Attended 2012 TexasOne Europe Business Recruitment Mission, Munich, Germany & Milan, Italy. (See Attached)
 - Brownsville, Conroe, Corpus Christi, Frisco, Houston, McKinney & Victoria
 - Germany
 - US Consulate General & Commercial Officers
 - One Reception (Attendance: 80) & 6 Site Consultant Meetings

Italy

US Consulate General & Commercial Officers
One Reception (Attendance: 60) & 5 Site Consultant Meetings

Existing Businesses

- Encore Wire – New Plant #6
 - A fast track plan with the blessing of good weather
 - Certificate of Occupancy (C.O.) was granted on May 30, 2012

- Baylor Medical Center of McKinney
 - Worked with Duke Realty for the proposed revision of the official loan agreements between MEDC and Baylor Medical Center of McKinney

New Businesses

- Will discuss in Executive Session



Events for 2012

- June 17 – 22** Trade & Investment Mission to Europe
Munich, Germany and Milan, Italy
Tier 1, Tier 2, Tier 3

- June 18 – 21** BIO International Convention
Boston, MA
All Tiers Welcome

- June 27** TexasOne Board Meeting & Luncheon
Four Seasons Hotel
Austin, Texas
All Tiers Welcome

- July 23 – 24** Business Recruitment Mission
San Francisco, CA
All Tiers Welcome

- August 7 – 8** Business Recruitment Mission
Chicago, IL
All Tiers Welcome

- September 6 – 8** Business Recruitment Mission & US Open
New York City
Tier 1, Tier 2

TEXAS

WIDE OPEN FOR BUSINESS™

Europe Business Recruitment Mission
Munich, Germany & Milan, Italy
June 17-23, 2012

Hosted by
Texas Secretary of State
Esperanza "Hope" Andrade

In partnership with the
Office of the Governor
Economic Development & Tourism Division
and the
Texas Economic Development Corporation



WWW.TEXASWIDEOPENFORBUSINESS.COM



BUSINESS RECRUITMENT MISSION TO EUROPE 2012

JUNE 17-22, 2012

MUNICH, GERMANY

MILAN, ITALY

DELEGATION ITINERARY

Host Hotel: Bayerischer Hof Hotel
Promenadeplatz 2-6, 80333 Munich
Contact: Julian Sladek
julian.sladek@bayerischerhof.de | (49) 89 21 20 858

Staff Contact: Carolina Safer: +1 (512) 680-6452

SUNDAY, JUNE 17TH (TEXAS - MUNICH)

TexasOneSM Delegation arrives throughout the day and checks in at the Bayerischer Hof Hotel

6:45 PM Delegation meets in the lobby to walk to dinner

7:00 PM **Texas Delegation Welcome Dinner**

Location: Hofbräuhaus - Bräustüberl, Platzl 9 Bayern, 80331

Dress: *Business Casual Attire*

9:00 PM Dinner concludes, delegation returns to hotel

~ End of Sunday's planned activities ~

MONDAY, JUNE 18TH (MUNICH)

Dress: Business Attire

~ Breakfast on your own ~

9:00 AM **Informal Mission Preparation Meeting**

Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)

Agenda: Group will receive briefing on meetings, events, and logistics

9:30 AM **Germany Commercial Briefing**

Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)

Attendees: Edward C. Fantasia, Principal Representative, SelectUSA
Christina Sharkey, Principal Commercial Officer, U.S. Consulate General, Munich
John Crosby, Political/Economics Officer, U.S. Consulate General, Munich

Agenda:

- ☆ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ☆ Welcome and Thanks on Behalf of Delegation
Texas Secretary of State Hope Andrade
- ☆ Delegate Introductions
- ☆ Commercial Briefing
- ☆ Q&A

**Secretary of State will present guests with gifts on behalf of the Texas delegation*

11:30 AM

Site Consultant Meeting: PricewaterhouseCoopers

Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)

Consultants: **Eckhard Späth**, Senior Relationship Partner
Vaughan Price, Partner
Daniel Keller, Partner
Holger Graßnick, Partner

Agenda:

- ☆ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ☆ State of Texas Overview
Texas Secretary of State Hope Andrade
- ☆ Roundtable Introductions
- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Consultants
- ☆ Consultants are presented with gifts on behalf of the Texas delegation

~ Lunch on your own ~

2:30 PM

Site Consultant Meeting: Ernst & Young

Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)

Consultants: **Ralf Broschulat**, Managing Partner, Bavaria Region
Florian Schwalm, Director of Real Estate Advisory Services

Agenda:

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- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Consultant
- ☆ Consultants are presented with gifts on behalf of the Texas delegation

3:30 PM **Site Consultant Meeting: BridgehouseLaw**
Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)
Consultants: Jörg Kemkes, Managing Partner
Dr. Dietmar Althaus, Attorney
Sebastian Meis, Attorney
Ambassador Fritjof von Nordenskjöld, Advisor

Agenda:

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- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Consultants
- ☆ Consultants are presented with gifts on behalf of the Texas delegation

4:30 PM Delegation meets in the lobby for transportation to BMW Tour

5:00 PM **BMW Welt (BMW World) Tour and Briefing & BMW Plant Tour**

Location: BMW Welt - Am Olympiapark 1

Agenda:

- ☆ Greeting by Thomas Muderlak, Director of BMW Welt (World) at the South Counter
- ☆ Tour of BMW Plant
- ☆ Tour of BMW World
- ☆ Briefing and showcase of BMW Technology

6:30 PM Delegation returns to hotel

~ End of Monday's planned activities, dinner on your own ~

TUESDAY, JUNE 19TH (MUNICH)

Dress: Business Attire

8:30 AM **Doing Business with Texas Event and Breakfast**
Location: Hotel Bayerischer Hof, Atrium (Ground Floor)

Event Partners: The Chamber of Industry and Commerce for Munich and Upper Bavaria

Agenda:

- 8:30 AM Registration
- 9:00 AM Welcome Remarks
David Cabrales, TexasOneSM Board President

~ Breakfast is Served ~

9:30 AM Introduction of Texas Secretary of State Hope Andrade
*Klaus Pelz, Head of North America Unit
Chamber of Industry and Commerce for Munich and Upper Bavaria*

- 9:35 AM State of Texas Overview
Texas Secretary of State Hope Andrade
- 9:45 AM Economic Development, Incentive & Industry Overview
David Cabrales, TexasOneSM Board President
- 9:55 AM Immigration for Foreign Investors
John Meyer, Partner, FosterQuan
- 10:00 AM Texas – Germany Success Story Neuman & Esser USA, Inc.
Manfred Salgert, Global Operating & Management Executive
- 10:10 AM Delegation Introductions
- 10:10 AM Greater Houston Partnership
Genaro Peña, Vice President, International Investment and Trade
- 10:20 AM Brownsville Economic Development Council
Jason Hilts, President and CEO
- 10:25 AM Conroe Industrial Development Corporation
Larry Calhoun, Executive Director
- 10:30 AM Frisco Economic Development Corporation
Nancy Windham, Vice President
- 10:35 AM McKinney Economic Development Corporation
Abby Liu, Vice President
- 10:40 AM Victoria Economic Development Corporation
Dale Fowler, President
- 10:45 AM Closing Q&A
David Cabrales, TexasOneSM Board President

~ Lunch on your own ~

2:00 PM

Site Consultant Meeting: Deloitte

Location: Hotel Bayerischer Hof, Fürstensalon (2nd Floor)

Consultants: **Dr. Tim Langmaack**, Senior Manager, Business Tax - R&D and Government Incentives
Thomas Northoff, Partner

Agenda:

- ★ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ★ State of Texas Overview
Texas Secretary of State Hope Andrade
- ★ Roundtable Introductions
- ★ All Delegation Members – 2 minutes per delegate
- ★ General Discussion
- ★ Q&A with Consultants
- ★ Consultants are presented with gifts on behalf of the Texas delegation

3:45 PM

Delegation meets in the lobby for transportation to Ministry meeting

4:00 PM

Meeting with Bavaria Ministry of Federal and European Affairs

Location: Prinz-Carl-Palais, Franz-Josef-Strauß-Ring 5, 80539 Munich, “Room Grünen Salon”

Attendees: **Emilia Müller**, Minister for Federal and European Affairs of the Free State of Bavaria
Horst Seehofer, Minister-President of Bavaria

Agenda:

- ☆ Welcome Remarks
Minister Emilia Müller
- ☆ Delegation introductions
- ☆ Brief discussion about mission purpose
- ☆ State of Texas information
- ☆ General discussion regarding Ministry and potential areas for cooperation

4:45 PM Delegation walks to Bavarian Economics Ministry

5:00 PM **Meeting with Bavarian Economics Ministry**

Location: Prinzregentenstr. 28, 80538 München

Attendees: **Dr. Rolf Bommer**, Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology, Deputy Head of Unit, Cluster and Fraunhofer-Gesellschaft
Silke Schmidt, Bavarian Ministry of Economic Affairs, Infrastructure, Transport and Technology, Deputy Head of Unit, Foreign Economic Relations
Regine Hutterer, Invest in Bavaria, Team Leader Service for Investors, USA
Peter Englert, Invest in Bavaria, Service for Investors, USA
Bernhard Schmidt, bavAIRia e.V., Director Cluster Aerospace
Rita Müller-Roider, City of Munich, Leader Service for Investors

Agenda:

- ☆ Welcome and opening remarks by host
- ☆ Delegation introductions
- ☆ Brief discussion about mission purpose
- ☆ State of Texas information
- ☆ Delegation will receive briefings regarding different agencies and industry clusters
- ☆ General discussion regarding Ministry and potential areas for cooperation

6:30 PM Delegation departs to dinner

7:00 PM **Networking Dinner with Bavarian Government and Industry Leaders**

Hosted by: Bavarian Ministry of Economics

Location: Weises Bräuhaus - Tal 7

Agenda:

- ☆ Secretary Andrade will thank the hosts for dinner on behalf of the delegation

9:00 PM Dinner concludes, delegation returns to hotel

~ End of Tuesday's planned activities ~

WEDNESDAY, JUNE 20TH (MUNICH - MILAN)

Dress: Casual Attire - Delegation is expected to have time to change before next meeting

~ Breakfast on your own ~

9:00 AM Delegation meets in the lobby for transportation to Munich Airport

11:30 AM

Delegation departs Munich for Milan via Lufthansa #1856

Seat Assignments must be made during check-in either online or at the airport

Flight Details:

From	To	Airline	Flight #	Departing Time	Arriving Time
MUC	MIL	LH	1856	11:30 AM	12:40 PM

Continued on Italy agenda...



BUSINESS RECRUITMENT MISSION TO EUROPE 2012

JUNE 17-22, 2012

MUNICH, GERMANY

MILAN, ITALY

DELEGATION ITINERARY

Host Hotel: The Westin Palace Hotel
Piazza della Repubblica, 20 - 20124 Milan
Contact: Raffaele Ruocco
raffaele.ruocco@westin.com | (800) 937-8461

Staff Contact: Carolina Safer: +1 (512) 680-6452

WEDNESDAY, JUNE 20TH (MUNICH - MILAN)

Dress: Casual Attire

... continued from Germany agenda

12:40 PM Delegation arrives in Milan and departs for hotel

Upon Arrival **Check-in at the Westin Palace Hotel**

~ Lunch on your own ~

Suggestions:

- ☆ Don Lisander Restaurant - Via Alessandro Manzoni, 12
- ☆ Il Bolognese – accross the street from hotel
- ☆ Antica Osteria Cavallini - Via Mauro Macchi, 2
- ☆ Solferino - Via Castelfidardo, 2

Dress: Business Attire

4:00 PM

Italy Commercial Briefing

Location: Westin Palace Hotel, Colonne B Room (Mezzanine Level)

Attendees: **Consul General Kyle Scott**, U.S. Consul General in Milan, U.S. Department of State
Michael Richardson, Commercial Consul, U.S. Commercial Service Milan
Federico Bevini, Commercial Specialist, U.S. Commercial Service Milan
Andrea Rosa, Commercial Specialist, U.S. Commercial Service Milan

Agenda:

- ☆ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ☆ Welcome and Thanks on Behalf of Delegation
Texas Secretary of State Hope Andrade
- ☆ Delegate Introductions
- ☆ Commercial Briefing
- ☆ Q&A

- 7:45 PM **Secretary of State will present guests with gifts on behalf of the Texas delegation*
 Delegation meets in the lobby for transportation to dinner
- 8:00 PM **Networking Dinner with Business Leaders**
Location: Ristorante Boecc - Piazza Belgioioso, 2 – Milan
Attendees: **TBD**
- 9:30 PM Dinner concludes, delegation returns to hotel

~ End of Wednesday's planned activities ~

THURSDAY, JUNE 21ST (MILAN)

Dress: Business Attire

~ Breakfast on your own ~

- 9:40 AM Delegation meets in the lobby for transportation to Assolombarda

- 10:00 AM **Doing Business with Texas Event and Lunch**
Location: Assolombarda | (39) 02 583 701
Drop off: Via Chiaravalle, 8 20122
Pick up: Via Pantano, 9 20122

Event Partners: Assolombarda
 US Commercial Service in Italy

Agenda:

- 10:00 AM Registration and Welcome Coffee
 10:30 AM Welcome Remarks
Assolombarda official
 10:40 AM Introduction of Texas Secretary of State Hope Andrade
Consul General Kyle Scott
 10:45 AM State of Texas Overview
Texas Secretary of State Hope Andrade
 10:55 AM Economic Development, Incentive & Industry Overview
David Cabrales, TexasOneSM Board President
 11:05 AM Immigration for Foreign Investors
John Meyer, Partner, FosterQuan, LLP
 11:10 AM Texas Success Story I – Drillmec Inc.
Brando Ballerini, President
 11:20 AM Greater Houston Partnership
Genaro Peña, Vice President, International Investment and Trade
 11:30 AM Conroe Industrial Development Corporation
Larry Calhoun, Executive Director
 11:35 AM Texas Success Story II – OMB Valves
Fabio Brevi, General Manager
 11:45 AM Brownsville Economic Development Council
Jason Hilts, President and CEO
 11:50 AM Corpus Christi Regional Economic Development Corporation
Roland Mower, President and CEO
 11:55 AM Mapei
Name, Title

12:05 PM McKinney Economic Development Corporation
Abby Liu, Vice President

12:10 PM Frisco Economic Development Corporation
Nancy Windham, Vice President

12:15 PM Closing Q&A
David Cabrales, TexasOneSM Board President

Networking Lunch

2:30 PM Delegation returns to the hotel

3:00 PM **Site Consultant Meeting: Deloitte**

Location: Westin Palace Hotel, Colonne B Room (Mezzanine Level)

Consultants: **Raffaele Calabrese**, Tax Director
Simone Viligiardi, Partner

Agenda:

- ★ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ★ State of Texas Overview
Texas Secretary of State Hope Andrade
- ★ Roundtable Introductions
- ★ All Delegation Members – 2 minutes per delegate
- ★ General Discussion
- ★ Q&A with Consultant
- ★ Consultants are presented with gifts on behalf of the Texas delegation

4:00 PM **Site Consultant Meeting: Ernst & Young**

Location: Westin Palace Hotel, Colonne B Room (Mezzanine Level)

Consultants: **Scott B. Hill**, Mediterranean Tax Managing Partner
Domenico Borzumato, Tax Partner
Mario Ferrol, International Tax Partner
Simone De Giovanni, International Tax Senior Partner

Agenda:

- ★ Welcome and Secretary of State Introduction
David Cabrales, TexasOneSM Board President
- ★ State of Texas Overview
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- ★ Roundtable Introductions
- ★ All Delegation Members – 2 minutes per delegate
- ★ General Discussion
- ★ Q&A with Consultants
- ★ Consultants are presented with gifts on behalf of the Texas delegation

5:00 PM **Site Consultant Meeting: PwC**

Location: Westin Palace Hotel, Colonne B Room (Mezzanine Level)

Consultants: **Nicola Anzivino**, Partner, Advisory
Giovanni Poggio, Partner, Transaction Services
Scott Cunningham, Partner, Assurance
Alessandro Caridi, Partner, Tax & Legal Services.

Agenda:

- ☆ Welcome and State of Texas Overview
David Cabrales, TexasOneSM Board President
- ☆ Roundtable Introductions
- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Consultants
- ☆ Consultants are presented with gifts on behalf of the Texas delegation

~ End of Thursday's planned activities, dinner on your own~

FRIDAY, JUNE 22ND (MILAN)

Dress: Business Attire

~ Breakfast on your own ~

9:00 AM

Site Consultant Meeting: KPMG

Location: Westin Palace – Colonne B Room (Mezzanine Level)
Consultants: **Enrico Pilat**, KPMG Corporate Finance, Italy (Milan)
Monika Michaliszyn, Sr. Manager, Internal Audit Risk and Compliance Services
Pierluigi Zucchelli, Associate Partner, personnel Support Services, Milan
Sara Fornasiero, Senior Manager

Agenda:

- ☆ Welcome and State of Texas Overview
David Cabrales, TexasOneSM Board President
- ☆ Roundtable Introductions
- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Consultant
- ☆ Consultants are presented with gifts on behalf of the Texas delegation

10:30 AM

Meeting with American Chamber of Commerce in Italy / Milan

Location: Westin Palace Hotel – Colonne B Room (Mezzanine Level)
Attendees: Paolo Ceresa, Manager of Research

Agenda:

- ☆ Welcome and State of Texas Overview
David Cabrales, TexasOneSM Board President
- ☆ Roundtable Introductions
- ☆ All Delegation Members – 2 minutes per delegate
- ☆ General Discussion
- ☆ Q&A with Guest
- ☆ Guests are presented with gifts on behalf of the Texas delegation

11:30 AM

Meetings conclude

~ Mission Concludes~

Ground transportation should be arranged by each participant. Please plan to arrive at the airport 2 hours prior to departure.



July 12, 2012

Ms. Abby Liu
McKinney Economic Development Corporation
Vice President of International Business
5900 S. Lake Forest, Suite # 110
McKinney, TX 75070

Re: Certificate of Occupancy for Encore Wire Corporation Plant 6, granted May 30, 2012 as required by the MEDC/ Encore Wire Corporation LOAN AGREEMENT and PROMISSORY NOTE accepted March 27, 2012 for participation in our new plant.

Dear Ms. Liu;

Please find enclosed a copy of the Certificate of Occupancy granted by the City of McKinney for our new Plant 6. The new plant was constructed on a fast track plan and we experienced good weather with minimal interruptions during the construction process. We have commenced setting the new equipment and hiring and training new manufacturing personnel. We plan to commence manufacturing operations in the near future.

We look forward to the receipt of the \$700,000 participation in the project from the MEDC.

We appreciate the MEDC participation in our expansion and look forward to our continued and long lasting relationship.

Yours truly,

A handwritten signature in black ink, appearing to read "Norman R. Medlen", is written over a light blue horizontal line.

Norman R. Medlen
Specials Projects
Extension #315

Copy: Daniel L. Jones
Enclosures: Copy of Occupancy Permit for Encore Plant 6 from the City of McKinney.