



# McKinney Economic Development Corporation Agenda

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Thursday, June 16, 2016

8:00 AM

Council Chambers  
222 N. Tennessee Street  
McKinney, Texas 75069

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**PURSUANT TO TEXAS GOVERNMENT CODE SECTION 551.002, A QUORUM OF THE CITY COUNCIL MAY BE PRESENT. NO CITY COUNCIL ACTION WILL BE TAKEN.**

## CALL TO ORDER

## CONSENT ITEMS

This portion of the agenda consists of non-controversial or housekeeping items required by law. Items may be considered individually by the Board or Commission member making such request prior to a motion and vote on the Consent Items.

**16-612**     [Minutes of the McKinney Economic Development Corporation Meeting of May 17, 2016](#)

**Attachments:**     [Minutes](#)

**16-613**     [Minutes of the McKinney Economic Development Corporation Strategic Planning Work Session of May 20, 2016](#)

**Attachments:**     [Minutes](#)

## REPORTS

**16-614**     [Board and Liaison Updates](#)

[Board Chairman](#)  
[City of McKinney](#)  
[McKinney Chamber](#)  
[MCVB](#)

**16-615**     [Director of Business Development Report](#)

**Attachments:**     [Business Development Report](#)

**16-616**     [Director of BRE/Emerging Tech Report](#)

**Attachments:** [BREP Report](#)  
[May Development Report](#)  
[The WERX May Report](#)  
[WERX Grant Pipeline](#)  
[Young Entrepreneurs Flyer](#)  
[Young Entrepreneurs Flyer \(2\)](#)

16-617 [Interim President Report](#)

**Attachments:** [Interim President Report](#)  
[MAFC Topping Out Evite](#)  
[Playful Tour](#)

#### DISCUSSION ITEMS

16-618 [Update on the ONE McKinney 2040 Comprehensive Plan Initiative](#)

16-624 [Discuss and Direction Regarding Possible Amendment to MEDC Bylaws Relative to Board Member Training](#)

**Attachments:** [Sales Tax Workshop Agenda](#)

16-625 [Discuss New President Welcome Event](#)

#### REGULAR AGENDA

16-619 [Consider/Discuss/Act on May Financials](#)

**Attachments:** [May Checks Issued](#)

16-620 [Consider/Discuss/Act on a Non-Binding Letter of Intent with the WERX Foundation, Inc. to Provide Matching Grant Funding for Emerging Technology Initiatives](#)

#### CITIZEN COMMENTS

#### BOARD OR COMMISSIONER COMMENTS

Board or Commission Comments relating to items of public interest:  
Announcements regarding local or regional civic and charitable events, staff recognition, commendation of citizens, upcoming meetings, informational update on projects, awards, acknowledgement of meeting attendees, birthdays, requests for items to be placed on upcoming agendas, and condolences.

### **EXECUTIVE SESSION**

In Accordance with the Texas Government Code:

A. Section 551.071 (2). Consultation with City Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any:

B. Section 551.072. Deliberations about Real Property  
-24.0223 Acres of MEDC Land in University Business Park

C. Section 551.087. Deliberation Regarding Economic Development Matters  
-Project A93-Sticky Phase II  
-Project A135-Bright  
-Project A143-Ice Box  
-Project A144-Red River  
-Project A145-Nutmeg  
-Project A146-3S  
-The WERX Foundation, Inc.  
-Gateway

### **ACTION ON EXECUTIVE SESSION**

### **ADJOURN**

Posted in accordance with the Texas Government Code, Chapter 551, on the 10th day of June, 2016 at or before 5:30 p.m.

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Abby Liu  
Interim President

Accommodations and modifications for people with disabilities are available upon request. Requests should be made as far in advance as possible, but no less than 48 hours prior to the meeting. Call 972-547-2694 or email [contact-adacompliance@mckinneytexas.org](mailto:contact-adacompliance@mckinneytexas.org) with questions or for accommodations.





16-612



**TITLE:** Minutes of the McKinney Economic Development Corporation Meeting of  
May 17, 2016

**SUPPORTING MATERIALS:**

[Minutes](#)

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**MAY 17, 2016**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 17, 2016 at 8:00 a.m.

Board members Present: Chairman Lance Lindsay, Vice Chairman Robert Clark, Secretary/Treasurer Jason Burress, Randy Page, Walter Chen and Kenneth Sipiora  
Absent: Board member Sheila Johnson.

City Council member Present: Randy Pogue

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, Interim city Manager Tom Muehlenbeck, MEDC Attorney Mark Houser, MCVB Director Dee-dee Guerra, Director of Strategic Services Chandler Merritt, City Secretary Sandy Hart, McKinney Chamber President Lisa Hermes

There was one guest present.

Chairman Lindsay called the meeting to order at 8:00 a.m. after determining a quorum was present.

**16-530** Minutes of the McKinney Economic Development Corporation Meeting of April 19, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve the April 19, 2016 minutes.

**16-531** Minutes of the McKinney City Council and McKinney Economic Development Corporation Joint Meeting of May 9, 2016. Board members unanimously approved the motion by Vice Chairman Clark, seconded by Board member Page, to approve the May 9, 2016 minutes.

**16-532** Chairman Lindsay called for the Board and Liaison Updates.

Board Chairman – Chairman Lindsay reported MEDC had a very active month. The Executive Committee did not meet since last board meeting. Additionally, the Joint meeting with City Council was productive.

City of McKinney – Interim City Manager Tom Muehlenbeck reported the 2017 Budget work is in full swing. For the most part, City Manager's Office is pleased with the budget submissions. The end year Capital Improvement Program is currently being updated. On the agenda for Council this evening is the final agreement with Costco. Costco will bring in over \$2 million to the MEDC in revenues over the next ten years. Mr. Muehlenbeck stated that he hopes to finalize the contract today with the new MEDC President.

McKinney Chamber – McKinney Chamber President Lisa Hermes reported the Chamber is working with The WERX on Innovate McKinney and have received over 17 applications. The live judging finale will be held at the Cotton Mill on June 28<sup>th</sup>. Leadership McKinney is still accepting new applications for 2016-2017 and the current class will be graduating on May 19 at Piazza on the Green. The Chamber is gearing up for Serve McKinney which is a program that Leadership alumni have sponsored for a number of years to encourage individuals, companies and non-profits to get involved with and serve the community. Serve McKinney will be held at the Collin College Higher Education Center on June 9<sup>th</sup>. The Chamber celebrated National Small Business Week the first week of May with honoring certain small businesses in the community and highlighting the week on social media. The Chamber would like to work closely with the MEDC in putting together this years' Legislative agenda.

MCVB – Executive Director Dee-dee Guerra reported the Collin County Descendants Event on April 15-16 was a great success with over 1,300 guests that walked through our old Post Office (Historical Museum) including local, county and state legislators. The third quarterly hotel and B&B meeting was held with Expedia and Premier Transportation as speakers. Additionally, the MCVB helped bring in 302 room nights for a revenue of \$38,357, which consisted of one corporate, seven weddings

and two social groups. MCVB submitted ads for Teen Texas, Louisiana Life, the Oxford American, Fort Hood Summer Vacation Guide and New Orleans Magazine. Good Morning Texas provided coverage for Midas Hill and Tour de Coop. Overall, MCVB helped with free publicity for print and broadcast value of \$35,402, online ad value of \$14,240, public relations value of \$106,000 and total impressions of 1,361,646.

**16-533** Chairman Lindsay called for the Director of Business Development Report. Director of Business Development Chad Walker reported he attended the Area Development Advanced Technology and Manufacturing Forum in Las Vegas. The event featured panels of site selectors and industry experts that specialize in advanced technology and modern manufacturing. It was geared toward economic development organizations wanting to see the future that exists today and how it will impact their communities tomorrow. Progress has continued on the MEDC-owned property in the University Business Park. Mr. Valencia and Mr. Walker served on a panel that interviewed the four finalists for the MEDC President position on May 4<sup>th</sup>. MEDC is looking forward to welcoming the new President. Mr. Walker stated that he will be attending the Dallas Regional Chamber Spring Local Brokers' Event on May 14<sup>th</sup>, the Bisnow DFW Mixed Use Forum on May 19<sup>th</sup>, the Area Development Consultant's Forum on June 6-7<sup>th</sup> and the TEDC Mid-year conference on June 8-10<sup>th</sup>.

**16-534** Chairman Lindsay called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Technology John Valencia reported Encore continues their construction at the northwest corner of Industrial Boulevard and Airport Road. Encore anticipates having their Certificate of Occupancy by July 4<sup>th</sup>. After so many years of the Bray Central land being quiet, finally the activity level has really picked up and multiple projects are now competing for it. The Planning Department continues to share the McKinney at a Glance report that is attached to the agenda

packet for the Board's review. Emerging Tech has three active companies in the program right now which are PestRoutes, HealthQuest and Munzee. Finally, The WERX continues to grow and currently has 35 companies operating with 56 people.

**16-535** Chairman Lindsay called for the Interim President Report. Interim President Abby Liu stated she echoes the reports of Mr. Valencia and Mr. Walker involving the recent increased industrial project activity. Last week was an extremely busy week for MEDC with many prospective projects. One item to highlight is the MEDC contract with ROI, Research on Investment, ended on April 30<sup>th</sup>. As a reminder for upcoming events, the full day Sales Tax Training will be on June 8<sup>th</sup> in Las Colinas. Ms. Liu stated she will be at the SelectUSA Summit representing MEDC from June 16-19<sup>th</sup> and this Friday, May 20<sup>th</sup>, is the MEDC Strategic Planning Meeting. Ms. Liu provided a summary report of prospect activities, accomplishments, project compliances, marketing, administrative and management responsibilities as the Interim President from May of 2015 through May 2016.

**16-536** Chairman Lindsay called for the Consideration/Discussion/Action on April Financials. No oral report was given. Board members unanimously approved the motion by Board member Page, seconded by Secretary/Treasurer Burress to approve the April financials.

**16-537** Chairman Lindsay called for the Consideration/Discussion/Action on Possible Date Change for June 2016 Board Meeting. Board members agreed to conduct the June 2016 Board meeting on June 16, 2016, instead of the regularly scheduled third Tuesday of the month. No action was taken.

Chairman Lindsay called for Citizen comments and there were none.

Chairman Lindsay called for Board or Commissioner comments. Board member Sipiora announced his appreciation of being able to serve on the McKinney Economic

MEDC MINUTES

May 17, 2016

PAGE 5

Development Corporation Board, however he will not seek reappointment after his term expires in September 2016.

Chairman Lindsay recessed the meeting into Executive Session at 8:30 a.m. per Texas Government Code: Section 551.071 (2). Consultation with MEDC Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any. Section 551.072. Deliberations about Real Property -24.0223 Acres of MEDC Land in University Business Park and Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Chairman Lindsay reconvened to open session at 9:39 a.m.

Board members unanimously approved the motion by Vice Chairman Clark, seconded by Secretary/Treasurer Burress, to approve the amended contract for Project Playful as discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Board member Page, to approve Project Juice Box #1 with the stipulations discussed in Executive Session.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Chairman Lindsay, to adjourn. Chairman Lindsay adjourned the meeting at 9:41 a.m.

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LANCE LINDSAY  
Chairman

16-613



**TITLE:** Minutes of the McKinney Economic Development Corporation Strategic Planning Work Session of May 20, 2016

**SUPPORTING MATERIALS:**

[Minutes](#)

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**MAY 20, 2016**

The McKinney Economic Development Corporation met in a work session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on May 20, 2016 at 10 a.m.

Board members Present: Chairman Lance Lindsay, Vice Chairman Robert Clark, Secretary/Treasurer Jason Burress, Kenneth Sipiora, Walter Chen, Sheila Johnson and Randy Page

Council members Present: Mayor Pro-Tem Travis Ussey and Randy Pogue

Staff Present: Interim President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, MEDC Attorney Mark Houser, Interim City Manager Tom Muehlenbeck and City Secretary Sandy Hart

Guest Present: Darrell Auterson

Chairman Lindsay called the meeting to order at 10:00 a.m. after determining a quorum was present. Chairman Lindsay introduced Allison Larsen as the facilitator of the work session.

**16-544** Discuss Strategic Planning and Goals, including an MEDC update, MEDC roles and responsibilities, Program review, Strategic priorities and alignment to McKinney First, as well as Incentive guidelines. The Board's input sets the direction for staff development of an action plan for 2017.

Board members unanimously approved the motion by Secretary/Treasurer Burress, seconded by Vice Chairman Clark, to adjourn. Chairman Lindsay adjourned the meeting at 5:00 p.m.

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LANCE LINDSAY  
Chairman



16-614



**TITLE:** Board and Liaison Updates  
Board Chairman  
City of McKinney  
McKinney Chamber  
MCVB

**SUPPORTING MATERIALS:**

16-615



**TITLE:** Director of Business Development Report

**SUPPORTING MATERIALS:**

[Business Development Report](#)

I attended the Area Development Consultants' Forum in St. Louis, MO, featuring presentations by numerous site consultants and industry experts. It not only provided relevant information from the consultant's perspective, but attendees were given multiple opportunities to network with the consultants during the event. Progress continued on the MEDC-owned property in the University Business Park.

**Recent Activities:**

- Attended Dallas Regional Chamber Spring Local Brokers' Event on 5/14
- Met with local development group to discuss several upcoming projects on 5/19
- Attended Dallas Regional Chamber quarterly luncheon on 6/1
- John and I met with a potential project on 6/3
- Attended Area Development Consultants' Forum from 6/5-6/7
- Had a call with Project Nutmeg to discuss McKinney on 6/8
- Met with brokerage firm to discuss industrial development in McKinney on 6/8
- Attended TEDC Mid-year conference in Irving from 6/9-6/10

**Projects:**

Active project updates will be discussed in Executive Session.

**Upcoming Activities:**

- Dallas Regional Chamber New York/New Jersey trip 8/9-8/11

16-616



**TITLE:** Director of BRE/Emerging Tech Report

**SUPPORTING MATERIALS:**

[BREP Report](#)

[May Development Report](#)

[The WERX May Report](#)

[WERX Grant Pipeline](#)

[Young Entrepreneurs Flyer](#)

[Young Entrepreneurs Flyer \(2\)](#)



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

June 7, 2016

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: June 16, 2016 MEDC Board Meeting; BREP Report/Update

### **Business Retention & Expansion Program**

Encore continues their construction at the northwest corner of Industrial Blvd. and Airport Rd. This is defined as an addition and named Building D. The footprint is 160,771 sf and is scheduled to have a CO on July 4.

Blount Fine Foods is currently working on their internal changes and all is on schedule to be complete mid-July. The 20,611 sf addition to the facility has been a bit slowed due to all the rain, but significant plumbing work has been accomplished on the roof! At this time, the schedule has them getting the CO on the addition in mid-November.

Another expansion is in discussion, but at this time this project has been quiet.

After so many years of the Bray Central land being quiet, finally the activity level has really picked up and multiple projects are now competing for it!

In this section let me share the attached McKinney at a Glance for May 2016. This is produced by the Planning Department and is pretty comprehensive of what is happening in McKinney. Rather than try and explain it all, it is pretty self-explanatory, but certainly questions may come up.

### **Emerging Technology**

At this time, we have three (3) active companies in the Program. They are: Pest Routes, Health Quest and Munzee.

## **The WERX in McKinney**

The WERX continues to grow. There are currently 35 companies operating with 68 people. Capacity is nearing full.

Please see attached two updates:

Christine Smith, Executive Director of The WERX

*What Happened at WERX in May 2016?*

Young Entrepreneur Program flyer

Cindy Johnson, CFRE with The WERX Foundation

*Innovate McKinney Local Startup Competition Status*

*The McKinney WERX Grant Pipeline Report – 06/07/16*

The Team here continues to work hard in promoting our wonderful community. And we are very excited to have Darrell Auterson joining the MEDC!

Respectfully Submitted,

John Valencia

Director of Business Retention, Expansion & Emerging Technology  
**MCKINNEY ECONOMIC DEVELOPMENT CORP.**

May  
2016

# McKinney at a Glance

A monthly development report prepared by the McKinney Planning Department

City of McKinney  
Planning Department

221 N. Tennessee St.  
McKinney, TX 75069

Phone: 972.547.7409  
Fax: 972.547.2604

Hours:  
8 am - 5 pm  
Mon-Fri

[www.mckinneytexas.org](http://www.mckinneytexas.org)

## McKinney Population Summary

Year	Population	Year	Population	Year	Population	Year	Population
1900*	4,342	1990*	21,283	1999	44,000	2008	120,978
1910*	4,714	1991	23,138	2000*	54,369	2009	122,083
1920*	6,677	1992	24,261	2001	58,438	2010*	131,117
1930*	7,307	1993	25,953	2002	66,990	2011	133,399
1940*	8,555	1994	29,706	2003	76,907	2012	136,666
1950*	10,560	1995	30,173	2004	85,865	2013	140,826
1960*	13,763	1996	31,783	2005	94,733	2014	149,082
1970*	15,193	1997	34,150	2006	104,853	2015	155,142
1980*	16,256	1998	38,700	2007	115,198	2016	161,905

\*Official Census figure

## In this Edition

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- Population Summary  
- McKinney Unemployment  
- Building Permit Summary  
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- Commercial Construction at a Glance  
- New Construction Summary  
- New Construction Map  
- Development Qtrly Summary  
- Development Mthly Summary

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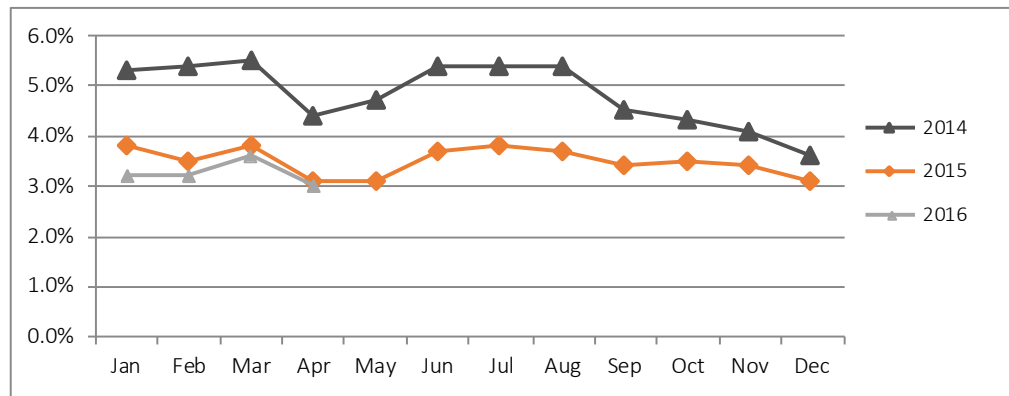
- Vertical Mixed-Use at a Glance  
- Mixed-Use Qtrly Summary  
- Mixed-Use Mthly Summary

p. 11-13

- Major Projects at a Glance  
- Major Projects Map  
- Major Projects Descriptions

[www.mckinneytexas.org/reports](http://www.mckinneytexas.org/reports)

## McKinney Unemployment Rate



Unemployment Rate  
published by the Texas Workforce Commission  
for April 2016

Unemployment Rates	
McKinney:	3.0%
Collin County:	3.2%
Texas:	4.4%

Texas Unemployment Rate is seasonally adjusted

## Building Permit Summary

Development Type	This Month <sup>1</sup>		Year to Date <sup>1</sup>	
	Permits Issued	Construction Dollars	Permits Issued	Construction Dollars
Single Family	199	\$63,183,363	820	\$280,231,818
Multi-Family	0 @ 0	\$0	1 @ 200	\$22,081,870
Non-Residential	4	\$3,050,791	20	\$23,048,396
Vertical Mixed-Use	0	\$0	0	\$0

<sup>1</sup> 2016 Single Family and Non-Residential permits may include permits issued in the Trinity Falls Municipal Utility District. In May 2016, 11 single family permits valued at \$3,896,067 were issued in the Trinity Falls MUD. In the 2016 calendar year, 109 single family permits valued at \$38,353,699 have been issued in the Trinity Falls MUD and 0 non-residential permits valued at \$0 have been issued.

Note: Non-Residential permits include commercial, institutional, and recreational permits.



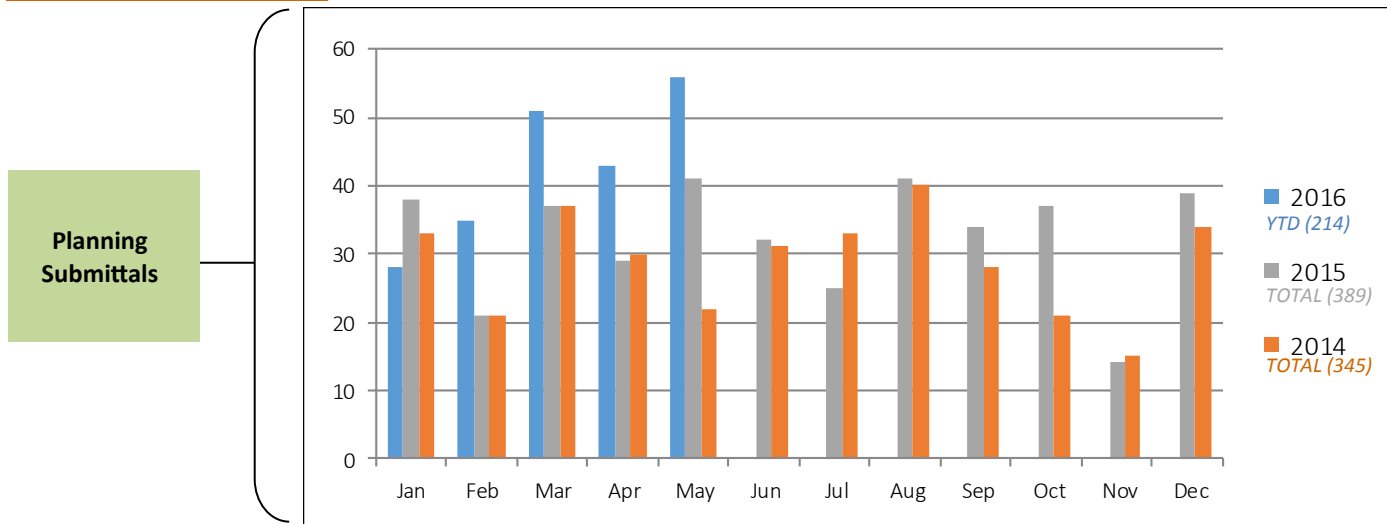
## Planning Submittal Summary

Case Type	This Month				Year to Date			
	Submitted	Approved			Submitted	Approved		
		P&Z	City Council	Staff Review Only		P&Z	City Council	Staff Review Only
<i>Pre-Development Meetings</i> <sup>1</sup>	11	n/a	n/a	n/a	70	n/a	n/a	n/a
Zoning <sup>2</sup>	4	0	2	n/a	11	0	11	n/a
Site Plans	14	1	2	6	61	10	5	24
Plats	26	4	0	7	96	21	1	33
Architectural Elevations	8	1	0	6	37	5	0	17
Other	4	1	1	0	9	2	10	0
<b>Totals</b>	<b>56</b>	<b>7</b>	<b>5</b>	<b>19</b>	<b>214</b>	<b>38</b>	<b>27</b>	<b>74</b>

<sup>1</sup> Pre-Development Meetings are not included in submittal totals.

<sup>2</sup> All zoning requests require a recommendation by the Planning and Zoning Commission and final approval by City Council.

## Planning Submittal Comparison



## Engineering & Parks

### Engineering & Parks Summary

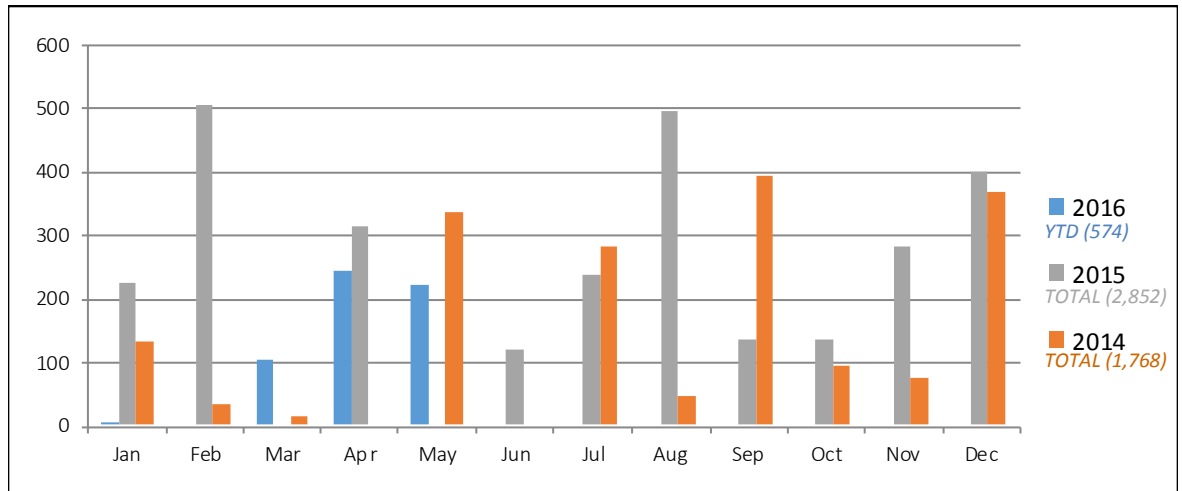
Development Type	This Month	Year to Date
Engineering Development Plans Reviewed	35	160
Engineering CIP Payments Made	33	167
Park CIP Payments Made	12	69



## Approved Single Family Lots

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2016	5	0	104	243	222								<b>574</b>
2015	225	505	0	315	0	118	239	497	134	135	283	401	<b>2,852</b>
2014	131	32	12	0	335	0	282	46	394	94	74	368	<b>1,768</b>

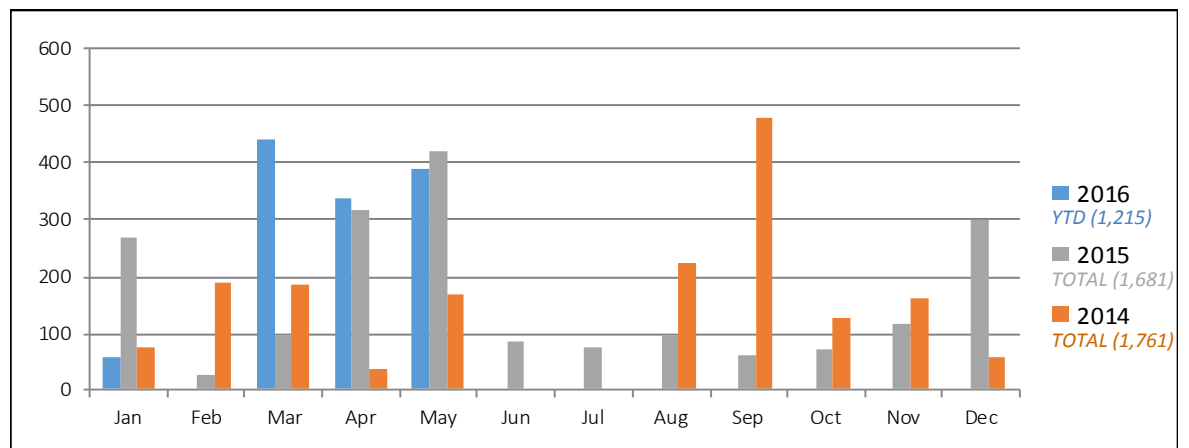
### Approved Single Family Lots Comparison



## Filed Single Family Lots

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
2016	56	0	438	335	386								<b>1,215</b>
2015	71	187	184	33	165	0	0	220	479	126	160	56	<b>1,681</b>
2014	237	98	100	352	0	289	0	64	102	0	301	218	<b>1,761</b>

### Filed Single Family Lots Comparison



Building Permit Comparison

### Single Family Permits (2012-2016)

	2012		2013		2014		2015 <sup>1</sup>		2016 <sup>2</sup>	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	261	\$88,437,310	419	\$141,467,863	415	\$139,221,302	464	\$159,619,856	432	\$148,976,943
Q2	<b>440</b>	<b>\$150,586,422</b>	<b>678</b>	<b>\$223,774,220</b>	<b>493</b>	<b>\$165,301,479</b>	<b>536</b>	<b>\$179,787,881</b>	<b>388</b>	<b>\$131,254,875</b>
Q3	442	\$147,018,920	402	\$142,829,655	359	\$125,081,104	568	\$191,108,421		
Q4	347	\$117,917,809	363	\$121,164,524	436	\$152,374,960	513	\$173,027,832		
<b>Total</b>	<b>1,490</b>	<b>\$503,960,461</b>	<b>1,862</b>	<b>\$629,236,262</b>	<b>1,703</b>	<b>\$581,978,845</b>	<b>2,081</b>	<b>\$703,543,990</b>	<b>820</b>	<b>\$280,231,818</b>

### Multi-Family Permits (2012-2016)

	2012		2013		2014		2015		2016	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	1@334	\$20,000,000	0@0	\$0	1@164	\$12,000,000	1@245	\$21,000,000	1@200	\$22,081,870
Q2	<b>0@0</b>	<b>\$0</b>	<b>0@0</b>	<b>\$0</b>	<b>0</b>	<b>\$0</b>	<b>1@182</b>	<b>\$16,140,948</b>	<b>0@0</b>	<b>\$0</b>
Q3	0@0	\$0	1@418	\$28,859,713	1@7	\$3,360,000	3@884	\$59,845,641		
Q4	1@334	\$26,877,763	0@0	\$0	2@377	\$31,858,075	4@891	\$95,566,810		
<b>Total</b>	<b>2@668</b>	<b>\$46,877,763</b>	<b>1@418</b>	<b>\$28,859,713</b>	<b>4@548</b>	<b>\$47,218,075</b>	<b>9@2,202</b>	<b>\$192,553,399</b>	<b>1@200</b>	<b>\$22,081,870</b>

### Non-Residential Permits (2012-2016)

	2012		2013		2014		2015 <sup>1</sup>		2016 <sup>2</sup>	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	2	\$255,000	15	\$14,771,400	12	\$20,283,000	10	\$8,309,154	10	\$14,723,451
Q2	<b>11</b>	<b>\$90,639,388</b>	<b>7</b>	<b>\$26,415,000</b>	<b>11</b>	<b>\$26,926,188</b>	<b>18</b>	<b>\$35,825,718</b>	<b>10</b>	<b>\$8,324,945</b>
Q3	16	\$38,797,657	15	\$24,117,500	12	\$51,095,883	24	\$102,586,757		
Q4	10	\$24,771,750	13	\$23,387,500	9	\$14,022,500	19	\$41,205,391		
<b>Total</b>	<b>39</b>	<b>\$154,463,795</b>	<b>50</b>	<b>\$88,691,400</b>	<b>44</b>	<b>\$112,327,571</b>	<b>71</b>	<b>\$187,927,020</b>	<b>20</b>	<b>\$23,048,396</b>

### Vertical Mixed-Use Permits (2012-2016)

	2012		2013		2014		2015		2016	
	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation	Permits	Valuation
Q1	2@26	\$7,000,000	2@211	\$18,500,000	0@0	\$0	0@0	\$0	0@0	\$0
Q2	<b>0@0</b>	<b>\$0</b>	<b>0@0</b>	<b>\$0</b>	<b>0@0</b>	<b>\$0</b>	<b>0@0</b>	<b>\$0</b>	<b>0@0</b>	<b>\$0</b>
Q3	0@0	\$0	0@0	\$0	0@0	\$0	0@0	\$0		
Q4	0@0	\$0	0@0	\$0	0@0	\$0	0@0	\$0		

<sup>1</sup> 2015 Single Family and Non-Residential permits may include permits issued in the Trinity Falls Municipal Utility District. In the 2015 calendar year, 241 single family permits, valued at \$83,148,016 were issued in the Trinity Falls MUD and 1 non-residential permit, valued at \$45,000 was issued.

<sup>2</sup> 2016 Single Family and Non-Residential permits may include permits issued in the Trinity Falls Municipal Utility District. In the 2016 calendar year, 109 single family permits, valued at \$38,353,699 have been issued in the Trinity Falls MUD and 0 non-residential permits valued at \$0 have been issued.

Notes: Non-Residential permits include commercial, institutional, and recreational permits. Permit activity listed by calendar year. Non-residential permits only include new buildings and major additions and do not include minor additions or alterations.

May  
2016

# Commercial Construction at a Glance

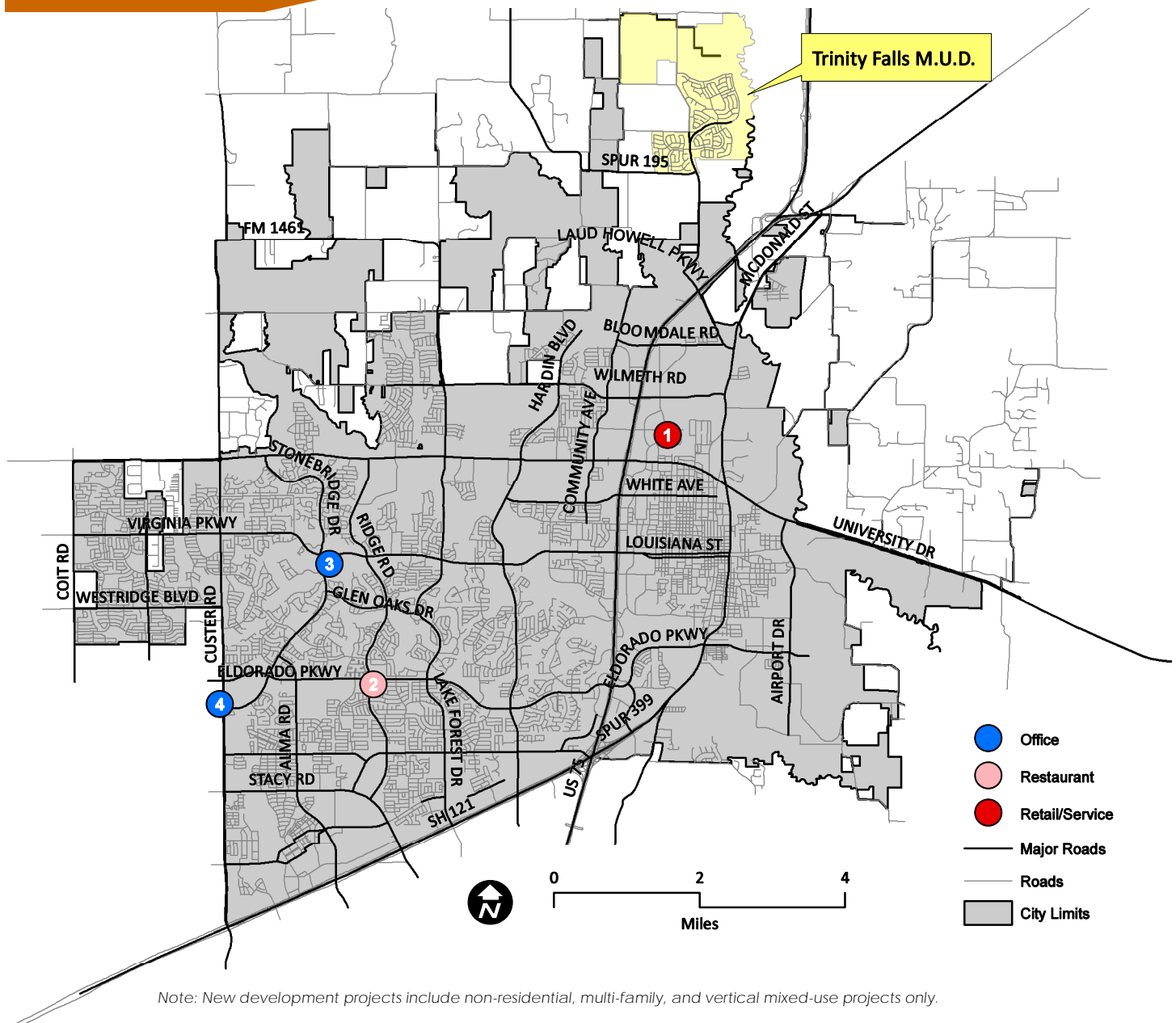
Commercial Construction in McKinney (as of May 31, 2016)

## New Construction Summary

The commercial construction summary below reflects new development projects that have received an approved building permit by the City of McKinney.

Project Name	Type	Address	New Sq. Ft.	Valuation	Date Permit Issued
1. Caliber Collision	Retail/Service	2090 Redbud Blvd.	16,900	\$1,155,791	5/9/2016
2. Whataburger	Restaurant	6151 Eldorado Pkwy.	3,583	\$1,100,000	5/9/2016
3. Adriatica Office (Bldg. J)	Office	200 Adriatic Pkwy.	3,126	\$475,000	5/5/2016
4. Stonebridge Ranch Office (Bldg. 7)	Office	3900 S. Stonebridge Dr.	4,900	\$320,000	5/11/2016
<b>New Construction Totals</b>			<b>28,509</b>	<b>\$3,050,791</b>	

## New Construction Map



Note: New development projects include non-residential, multi-family, and vertical mixed-use projects only.

May  
2016

# Commercial Construction at a Glance

Development Quarterly Summary  
(Quarter 2: April—June)

Development Type	April 2016	May 2016	June 2016	Qtr 2 Totals (as of May 31)
<b>Office</b>				
New Building Square Footage	12,840	8,026		20,866
Interior Finish-Out Square Footage	4,532	42,060		46,592
Construction Valuation	\$1,118,404	\$1,493,000		\$2,611,404
<b>Retail/Service</b>				
New Building Square Footage	9,180	16,900		26,080
Interior Finish-Out Square Footage	5,218	0		5,218
Construction Valuation	\$1,226,310	\$1,347,391		\$2,573,701
<b>Restaurant</b>				
New Building Square Footage	0	3,583		3,583
Interior Finish-Out Square Footage	1,800	7,777		9,577
Construction Valuation	\$46,800	\$1,473,500		\$1,520,300
<b>Recreation</b>				
New Building Square Footage	1,097	0		1,097
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	\$311,000	\$0		\$311,000
<b>Industrial</b>				
New Building Square Footage	43,292	0		43,292
Interior Finish-Out Square Footage	21,712	725		22,437
Construction Valuation	\$3,590,740	\$300,000		\$3,890,740
<b>Institutional</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	\$211,594	\$0		\$211,594
<b>Medical</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	1,730	0		1,730
Construction Valuation	\$81,000	\$0		\$81,000

2016  
Summary

	New Building Sq. Ft.	Interior Finish Out Sq Ft	Construction Valuation
Q1 (Jan - Mar 2016)	161,682	550,963	\$36,416,630
<b>Q2 (Apr - June 2016)</b>	<b>94,918</b>	<b>85,554</b>	<b>\$11,199,739</b>
Q3 (July - Sept 2016)			
Q4 (Oct - Dec 2016)			

May  
2016

# Commercial Construction at a Glance

Commercial building permits issued in McKinney (as of May 31, 2016)

## Development Monthly Summary

The projects below reflect non-residential building permits that have been approved by the City of McKinney. Existing businesses may be listed for additions and/or alterations.

Office	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Adriatica Office (Bldg. J)	Construction	200 Adriatic Pkwy.	3,126		\$475,000	5/5/2016
	Stonebridge Ranch Office (Bldg. 7)	Construction	3900 S. Stonebridge Dr.	4,900		\$320,000	5/11/2016
	Speculative Lease Space	Finish Out	8951 Collin McKinney Pkwy. (Ste. 101)		4,600	\$48,000	5/19/2016
	Speculative Lease Space	Finish Out	8951 Collin McKinney Pkwy. (Ste. 102)		4,600	\$48,000	5/19/2016
	Speculative Lease Space	Finish Out	8951 Collin McKinney Pkwy. (Ste. 103)		4,600	\$48,000	5/19/2016
	Speculative Lease Space	Finish Out	8951 Collin McKinney Pkwy. (Ste. 104)		4,600	\$48,000	5/19/2016
	Triton	Finish Out	7850 Collin McKinney Pkwy. (Ste. 103)		2,480	\$120,000	5/23/2016
	Apex Restaurant Group	Finish Out	7850 Collin McKinney Pkwy. (Ste. 201)		2,199	\$120,000	5/23/2016
	Premier Business Centers	Alteration	5900 S. Lake Forest Dr. (Ste. 300)		11,719	\$100,000	5/23/2016
	Allstate	Finish Out	3128 Hudson Crossing (Bldg. G, Ste. 1)		1,032	\$46,000	5/24/2016
	Hope Hardware Offices	Alteration	214 E. Louisiana St.		2,384	\$45,000	5/11/2016
	Edward Jones	Finish Out	3128 Hudson Crossing (Bldg. G, Ste. 2)		1,032	\$45,000	5/11/2016
B&B Roadway Security Solutions	Finish Out	5900 S. Lake Forest Dr. (Ste. 230)		2,814	\$30,000	5/24/2016	
<b>TOTAL:</b>				<b>8,026</b>	<b>42,060</b>	<b>\$1,493,000</b>	

Retail/Service	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Caliber Collision	Construction	2090 Redbud Blvd.	16,900		\$1,155,791	5/9/2016
	West Hill Shopping Center (Façade Improvements)	Alteration	208 N. Central Expy.		0	\$150,000	5/6/2016
	TUPPS Brewery (reroof)	Alteration	721 Anderson St.		0	\$41,600	5/20/2016
<b>TOTAL:</b>				<b>16,900</b>	<b>0</b>	<b>\$1,347,391</b>	

Restaurant	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Whataburger	Construction	6151 Eldorado Pkwy.	3,583		\$1,100,000	5/9/2016
	Wendy's	Alteration	1951 Eldorado Pkwy.		3,297	\$325,000	5/29/2016
	Gather	Alteration	207 E. Louisiana St.		4,480	\$48,500	5/6/2016
<b>TOTAL:</b>				<b>3,583</b>	<b>7,777</b>	<b>\$1,473,500</b>	

Recreation	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	n/a						
<b>TOTAL:</b>				<b>0</b>	<b>0</b>	<b>\$0</b>	

Industrial	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
	Raytheon	Alteration	2501 W. University Dr.		725	\$300,000	5/24/2016
<b>TOTAL:</b>				<b>0</b>	<b>725</b>	<b>\$300,000</b>	

May  
2016

# Commercial Construction at a Glance

Commercial permits issued in McKinney (as of May 31, 2016)

## Development Monthly Summary (cont.)

Institutional	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
<b>TOTAL:</b>				<b>0</b>	<b>0</b>	<b>\$0</b>	

Medical	Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
<b>TOTAL:</b>				<b>0</b>	<b>0</b>	<b>\$0</b>	

<b>TOTAL NON-RESIDENTIAL:</b>				<b>28,509</b>	<b>50,562</b>	<b>\$4,613,891</b>	
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May  
2016

# Vertical Mixed-Use at a Glance

Vertical Mixed-Use Projects in McKinney (as of May 31, 2016)

## Vertical Mixed-Use Quarterly Summary (Quarter 2: April—June)

Development Type	April 2016	May 2016	June 2016	Qtr 2 Totals (as of May 31)
<b>Office</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	0	0		\$0
<b>Retail/Service</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	0	0		\$0
<b>Multi-Family</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	0	0		0
<b>Other*</b>				
New Building Square Footage	0	0		0
Interior Finish-Out Square Footage	0	0		0
Construction Valuation	0	0		\$0

\*Includes courtyards, parking, and independent senior living

Note: Existing businesses may be listed for additions and/or alteration permits. Construction valuation for vertical mixed-use developments does not include a breakdown by use type.

2016 Summary	New Building Sq. Ft.	Interior Finish Out Sq. Ft.	Construction Valuation
	Q1 (Jan - Mar 2016)	0	0
<b>Q2 (Apr - June 2016)</b>	<b>0</b>	<b>0</b>	<b>\$0</b>
Q3 (July - Sept 2016)			
Q4 (Oct - Dec 2016)			
<b>Grand Total (2016)</b>	<b>0</b>	<b>0</b>	<b>\$0</b>

May  
2016

# Vertical Mixed-Use at a Glance

Vertical Mixed-Use Projects in McKinney (as of May 31, 2016)

## New Vertical Mixed-Use

Office	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
TOTAL:				0	0	\$0	

Retail/Service	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
TOTAL:				0	0	\$0	

Multi-Family	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
TOTAL:				0	0	\$0	

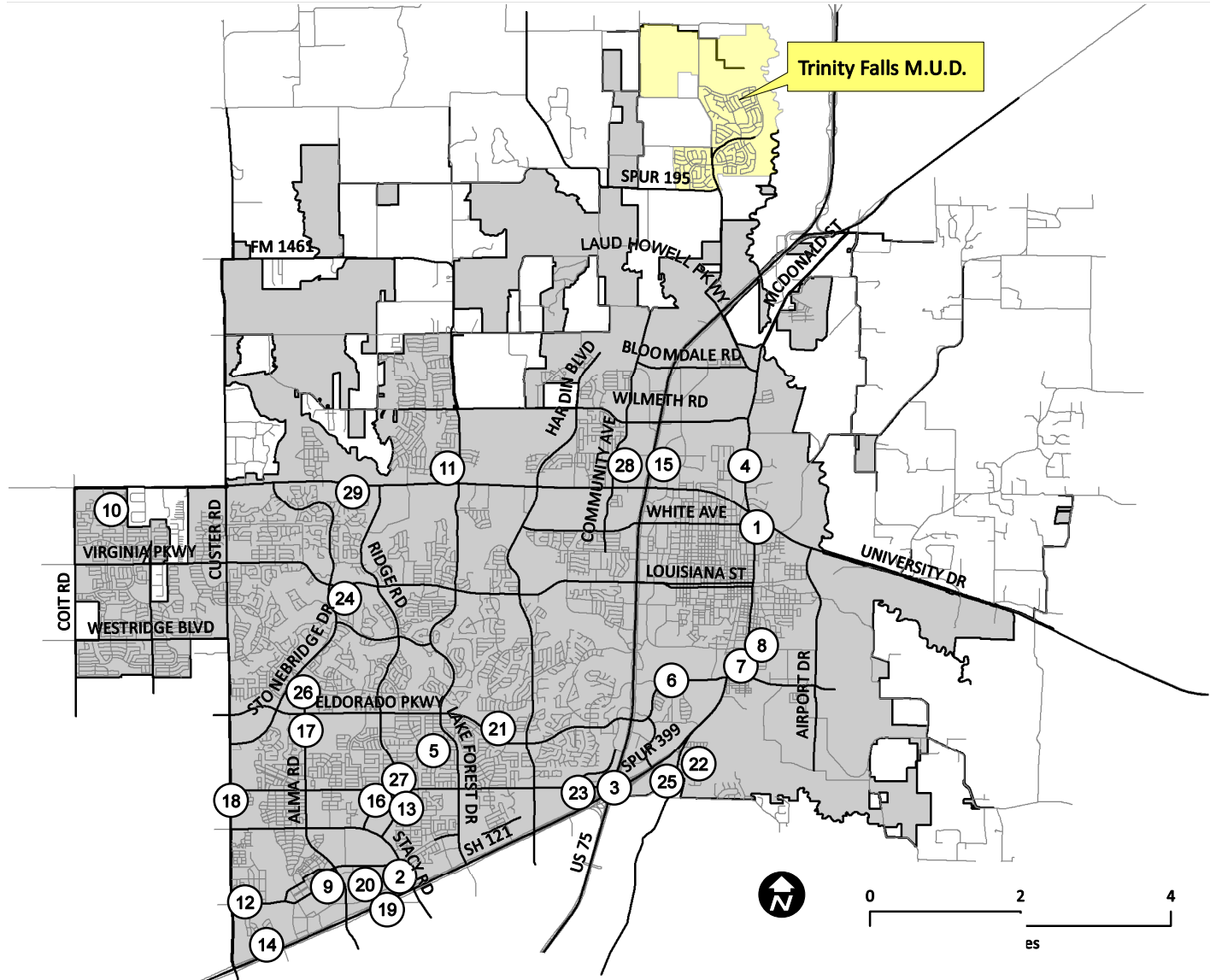
Other	New Business Name	Permit Type	Address	New Building Sq. Ft.	Finish Out Sq. Ft.	Valuation	Date Permit Issued
		n/a					
TOTAL:				0	0	\$0	

**TOTAL VERTICAL MIXED-USE      0      0      \$0**

Note: Existing businesses may be listed for additions and/or alteration permits. Construction valuation for vertical mixed-use developments does not include a breakdown by use type.



Major Projects Map



- |                          |                                   |                                 |                                    |
|--------------------------|-----------------------------------|---------------------------------|------------------------------------|
| — Major Roads            | ⑦ Newsome Homes (Bldg. A)         | ⑮ Mercedes-Benz of McKinney     | ⑳ Post Oak Apartments              |
| — Roads                  | ⑧ Newsome Homes (Bldg. B)         | ⑯ Mansions of McKinney          | ㉑ St. Paul's Senior Living         |
| ■ City Limits            | ⑨ Parkside at Craig Ranch Ph III  | ⑰ McKinney Aquatics and Fitness | ㉒ McKinney Urban Village           |
| ① Hisun Motors           | ⑩ Prosper ISD Elementary School   | ⑱ The Venue at Craig Ranch      | ㉓ Emerald Cottages                 |
| ② Life Fellowship Church | ⑪ Baylor Medical Office (Bldg. 2) | ⑲ Sewell Audi of McKinney       | ㉔ Out of Space Storage             |
| ③ McKinney Pointe        | ⑫ Southern Hills Office Park      | ⑳ Right Now Media               | ㉕ Collin College Conference Center |
| ④ Samaritan Inn          | ⑬ Raleigh House                   | ㉑ Oxford Grand Assisted Living  | ㉖ Long-term Acute Care Hospital    |
| ⑤ Johnson Elementary     | ⑭ Moviehouse & Eatery             | ㉒ HarborChase Assisted Living   |                                    |
| ⑥ Malvern Elementary     |                                   |                                 |                                    |

May  
2016

# Major Projects at a Glance

## Major Projects Descriptions

Project numbers correspond to map legend on page 11.



**1**  
**Hisun Motors**  
1020 N. McDonald St.  
Valuation: \$3 million  
Permit Issuance: April 2016



**2**  
**Life Fellowship Church**  
6400 Henneman Way  
Valuation: \$4.7 million  
Permit Issuance: February 2016



**3**  
**McKinney Pointe**  
2401 McKinney Ranch Pkwy.  
Valuation: \$22 million  
Permit Issuance: January 2016



**4**  
**Samaritan Inn**  
1514 McDonald St.  
Valuation: \$5.5 million  
Permit Issuance: January 2016



**5**  
**Johnson Elementary (MISD)**  
3400 Ash Ln.  
Valuation: \$3.2 million  
Permit Issuance: January 2016



**6**  
**Malvern Elementary (MISD)**  
1100 Eldorado Pkwy.  
Valuation: \$2.6 million  
Permit Issuance: January 2016



**7**  
**Newsome Homes (Bldg. A)**  
1450 Amcott St.  
Valuation: \$9.4 million  
Permit Issuance: December 2015



**8**  
**Newsome Homes (Bldg. B)**  
203 McMakin St.  
Valuation: \$6.2 million  
Permit Issuance: December 2015



**9**  
**Parkside at Craig Ranch Phase III**  
6130 Alma Rd.  
Valuation: \$48.4 million  
Permit Issuance: November 2015



**10**  
**Prosper ISD Elementary School**  
1551 Prestwick Hollow Dr.  
Valuation: \$20 million  
Permit Issuance: November 2015



**11**  
**Baylor Scott & White  
Medical Office (Bldg 2)**  
2550 W. University Dr.  
Valuation: \$8.9 million  
Permit Issuance: November 2015



**12**  
**Southern Hills Office Park**  
8951 Collin McKinney Pkwy.  
Valuation: \$1.7 million  
Permit Issuance: November 2015



**13**  
**Raleigh House**  
4450 S. Ridge Rd.  
Valuation: \$31.5 million  
Permit Issuance: October 2015



**14**  
**Moviehouse & Eatery**  
8450 SH 121  
Valuation: \$5.5 million  
Permit Issuance: October 2015



**15**  
**Mercedes-Benz of McKinney**  
2080 N. Central Expwy.  
Valuation: \$12 million  
Permit Issuance: September 2015



**16**  
**Mansions of McKinney**  
6600 McKinney Ranch Pkwy.  
Valuation: \$37 million  
Permit Issuance: August 2015

May  
2016

# Major Projects at a Glance

## Major Projects Descriptions

Project numbers correspond to map legend on page 11.



**17**  
**McKinney Aquatics and Fitness**  
3003 Alma Rd.  
Valuation: \$30.2 million  
Permit Issuance: August 2015



**18**  
**The Venue at Craig Ranch**  
4651 S. Custer Rd.  
Valuation: \$21 million  
Permit Issuance: August 2015



**19**  
**Sewell Audi of McKinney**  
6650 SH 121  
Valuation: \$12.4 million  
Permit Issuance: August 2015



**20**  
**Right Now Media**  
6300 Henneman Way  
Valuation: \$6 million  
Permit Issuance: August 2015



**21**  
**Oxford Grand Assisted Living**  
2851 Orchid Dr.  
Valuation: \$9.3 million  
Permit Issuance: July 2015



**22**  
**HarborChase Assisted Living**  
265 Plateau Dr.  
Valuation: \$6.6 million  
Permit Issuance: June 2015



**23**  
**Post Oak Apartments**  
2601 McKinney Ranch Pkwy.  
Valuation: \$16.1 million  
Permit Issuance: May 2015



**24**  
**St. Paul's Square Senior Living**  
375 Adriatic Pkwy.  
Valuation: \$15.1 million  
Permit Issuance: May 2015



**25**  
**McKinney Urban Village**  
201 McKinney Village Pkwy.  
Valuation: \$21 million  
Permit Issuance: January 2015



**26**  
**Emerald Cottages**  
2551 Alma Rd.  
Valuation: \$3.6 million  
Permit Issuance: November 2014



**27**  
**Out of Space Storage**  
3920 S. Ridge Rd.  
Valuation: \$3 million  
Permit Issuance: October 2014



**28**  
**Collin College Conference Center**  
2300 Community Ave.  
Valuation: \$4.6 million  
Permit Issuance: August 2014



**29**  
**Long-term Acute Care Hospital**  
6601 W. University Dr.  
Valuation: \$10 million  
Permit Issuance: July 2014

For any questions or suggestions about this publication, please contact Steven Doss, Planning Department at (972) 547-7403 or at [sdoss@mckinneytexas.org](mailto:sdoss@mckinneytexas.org). This publication can be made available upon request in alternative formats, such as Braille, large print, audiotape or computer disk. Requests can be made by calling 972-547-2694 (Voice) or email at [contact-adacompliance@mckinneytexas.org](mailto:contact-adacompliance@mckinneytexas.org). Please allow at least 48 hours for your request to be processed.



## What Happened at WERX in May 2016?

On May 3<sup>rd</sup>, 2016 WERX in partnership with SMU Guildhall, Hosted a tour and presentation of WERX and its resources for indie developers, to a cohort of 40 undergrad students.

On May 6th, 2016 WERX hosted the SBDC: Successful Small Business Owners- Panel Discussion, which included 4 successful small businesses in Collin County, and about 45 guests attended.

Werx built on a partnership with Collin College and The Small Business Development Center of Collin who will be supporting WERX events through promotion and participation.

Development Director Cindy Johnson has identified several new grant opportunities and has worked to pull in partners for match contributions toward 2 federal level economic development grants. A partnership with Collin Colleges is currently being developed for the future of WERX.

Werx brought on UTA student James Glew as a summer Intern to help with marketing and social media, and event coordination. James is volunteering his time over the summer while out of school.

Werx prepared marketing materials and advertising toward the Young Entrepreneurs Summer Program, as well as lined up all workshop presenters and began the push to promote and prepare to take in applications.

June Events include:

June 3<sup>rd</sup> : Finalists Announcement on KLAK Radio

June 9<sup>th</sup> : Luncheon Honoring Finalists and Judges

June 9<sup>th</sup> : House of Genius Session

June 14<sup>th</sup> : Lunch-N-Learn Presentation: "STOP LOSING BIG OPPORTUNITIES" by Gary De Rodriguez

June 28<sup>th</sup> : Innovate McKinney Live Pitch Competition and Small Business Expo

Currently WERX has raised over \$9000 in cash sponsorships for the Innovate McKinney Local Startup Competition as well as over \$5300 in in-kind donations toward the prizes and Business EXPO handouts. The Chamber has raised an additional \$1000 toward the competition as well. The First round of judging was completed and the 5 finalists were decided and announced early June.

The McKinney WERX Grant Pipeline Report: 06/07/2016

<b>Grant Agency</b>	<b>Amount Requested</b>	<b>Amount Received</b>	<b>Project(s)</b>	<b>Status</b>
McKinney Community Development Corporation	\$11,000	\$9,000	Promotion for Innovate McKinney, InnovateHER, Innovation Speaker Series and Chili Cook-Off	Received
Wal-Mart Foundation – SAM’s Club	\$2,500	\$2,000	Food and coordination costs for Lunch and Learns, Tech Roundtables and other educational offerings.	Received
McKinney Alliance	\$8,300		Innovation Lab	Re scoped as part of Federal RIS Grants
Wal-Mart Foundation - Redbud Wal-Mart	\$2,500	\$0	Innovation Lab	Denied
Wal-Mart Foundation – Neighborhood Wal-Mart	\$2,500	\$0	Young Entrepreneur Camp classroom materials and backpacks.	Denied
Bank of America Sponsorship for Family Feud	\$3,000	\$0	Top Sponsorship for Family Feud	Denied
Bank of America Sponsorship for Innovate McKinney	\$5,000	\$0	Top Sponsorship for Innovate McKinney	Denied
Bank of America Foundation Workforce Development Grant	\$50,000	\$0	Innovation Lab, Educational Activities, Growth of Programming	Denied
Regions Bank	\$10,000	\$0	SEO Optimization and Website Redesign	Denied
IMA Foundation	TBD		TBD – submitted first step in the process – a paragraph about The WERX on 3/26/16	Asked to submit application in October
Cathay Bank	\$8,000		Entrepreneurship Camp Scholarships for 2017. Submitted 4/30	In Review- August
Sorenson Impact Fund	\$20,000?		Growth of Programming	Made first cut. Application in Work – Due by 7/31/2016
Small Business Innovation Accelerator Fund Grant	\$50,000		Seed Fund Accelerator in cooperation with Collin College	Submitted May 31

The McKinney WERX Grant Pipeline Report: 06/07/2016

**Grant Prospects**

<b>Grant Agency</b>	<b>Interest Area</b>	<b>Date Accepted</b>	<b>Project Ideas</b>
Aegon TransAmerica Foundation	Community Development, Workforce and Business Development	Throughout the Year	Productize (through video?) mentor programs and offer through You Tube, Teacher Tube
Cathay Bank	Entrepreneurship Education for Underserved Youth	Throughout the Year	Requested \$8,000 for Scholarships to 2017 Entrepreneur Camps
Constellation Energy Community Giving Program	Stimulating business growth	Throughout the Year	Expanding The WERX space in 2017
Ameriprise Financial Community Relations	Creating Economic Vitality, Economic Development, Supporting Small Business through Technology	May 15, 2017	Productize (through video?) mentor programs and offer through You Tube, Teacher Tube
Federal Home Loan Bank of Dallas Partnership Grant Program	Funding for operations for non-profits involved in small business technical assistance. Organization must match funds 1:3.	June, 2016	Cover operational costs of existing WERX facilities, programming and staff.
JP Morgan	Funding non-profits that connect small businesses to crucial resources to help them grow.	2Q 2016	Cover operational costs of existing WERX facilities, programming and staff.
Freeport-McMoRan Copper and Gold Foundation	Economic and Community Development	August 30, 2016	Expanding The WERX programming
BBVA Compass Foundation	Providing financial literacy to children and adults and supporting entrepreneurship in underserved communities	September 30, 2016	2017 Entrepreneur Camps
Sorenson Impact Fund	Innovative education and training programs that maximize human potential and train new generations of business and social impact leaders.	April 30, 2016	Letter Submitted
Junior League of Collin County	All types of non-profits in Collin County	February, 2017	TBD

The McKinney WERX Grant Pipeline Report: 06/07/2016

Grant Agency	Interest Area	Date Accepted	Project Idea
Department of Commerce I6 Funding	<p>\$13 million total for 2016, \$500,000 limit per grant. Designed to increase entrepreneurship that results in new jobs and businesses, driven by innovations, ideas, intellectual property and applied research through the process of technology commercialization. May be used for personnel, program development, facilities and equipment but not construction costs. Funding will be provided to invest in the development, creation, or expansion of proof-of-concept and commercialization programs that accelerate innovation-led economic development in pursuit of a vibrant innovative economy and economic growth. Projects should aim for impact in the following areas: cultures of innovation, growing the number of entrepreneurs, connecting the community of economic development and commercialization, and projects that convert ideas, research or prototypes into viable products or services.</p>	June 28, 2016	World Class Maker Space for Innovation and Training in partnership with Collin College and local corporations.

The McKinney WERX Grant Pipeline Report: 06/07/2016

Grant Agency	Interest Area	Date Accepted	Project Idea
Department of Commerce Seed Fund Grant	<p>\$2 million total, \$250,000 limit per grant. The SFS Grants will provide funding for technical assistance, feasibility studies or marketing related to the operation of new or existing equity based seed funds. The grant requests should focus on Equity-based investments in new businesses (generally less than three years old and less than a million in annual revenue) that are commercializing or using innovative technologies or other intellectual property in the development of delivery of their products or services. Seed funds should include sustainability plans based on taking equity stakes in the businesses in which the program invests. Seed funds must build and maintain ties into the community. <b>EDA Funds cannot capitalize a seed fund (i.e. EDA funds or matching funds cannot be used to invest in startups or any other companies).</b></p>	June 28, 2016	Create a methodology for vetting investments in startups (similar to Tech Wildcatters' Gauntlet). Design accelerator program and document rules and responsibilities. Partner with Collin College and corporations.
State of Texas JET Grants (Jobs and Employment Training)	Grants for secondary and college courses which result in a certificate in an underserved cluster area.	August 2016	Matching funds for Federal I6 grant through Collin College.

Key: In the pipeline



## The McKinney WERX Grant Pipeline Report: 06/07/2016

### Plans

- Research State and Federal Grants - Ongoing
- Research SBA Innovation Grants
- Participate in May 3-4 \$99 Grantstation Promotion to update list of possible Granting Agencies – Complete. Purchased one year of Granstation.
- Submit grants due April – June and open grants - Ongoing
- Planning session for new development plan 2017-2020 to help define funding area for grants.
- Develop ideas, partnerships for submission of Federal RIS Grants - \$250,000 for seed fund development, \$500,000 for Innovation/Makerspace/Training Facility.

# The WERX Foundation, Inc. Young Entrepreneur Summer Program

TEACHING STARTUP VENTURE STEPS TO ENTREPRENEURIAL STUDENTS

SESSION 1 : JULY 2016 11<sup>th</sup> – 21<sup>st</sup> (2 weeks - mon-wed-thurs)

SESSION 2 : AUG. 2016 8<sup>th</sup> – 17<sup>th</sup> (2 weeks - mon-tues-wed)

Workshop Times: 5:30pm-8:30pm



## 2 Session Culmination Event:

Young Entrepreneur's Final Pitch and Awards Celebration!

AUGUST 19th, 2016 6:30PM- 9:30PM

### 6 WORKSHOP CURRICULUM

- 1) TEAM BUILDING, ROLES & IDEATION
- 2) CONCEPT & BUSINESS PLANS
- 3) LEGAL & FINANCIALS
- 4) WEB, MARKETING & BRAND
- 5) DEVELOPING YOUR PITCH
- 6) CRITIQUE & REFINEMENT

## Passionate Young Entrepreneurs bring your 'A' Game!

**\*Only 20 students will be accepted into each program session.**

*(Scholarships available for financial hardships)*

**Apply Today!**

### APPLICATION PROCESS:

#### WEBSITE:

[www.mckinneywerx.com/young-entrepreneurs/](http://www.mckinneywerx.com/young-entrepreneurs/)

#### DEADLINE TO APPLY:

Session One: July 1<sup>st</sup> 2016

Session Two: July 8<sup>th</sup> 2016

**Session Tuition: \$425**

### ENTREPRENEUR CAMPS INCLUDE:

- 2 week Intensive Course for students age 15-18yrs.
- Mentor driven presentations/ workshops and counseling.
- Business Building Ideation to Pitch, and all steps in between!
- Final Pitch and Award Event!



### PRESENTATIONS / WORKSHOPS

Each Camp will consist of (6) 3hr workshops that include a 1hr presentation, dinner and onsite workshop with WERX presenter and area specific mentors.



### ONSITE MENTORS

The WERX Mentor network and various industry experts will be present during workshops to mentor and help students with their business ventures. Resources to help develop ideas will also be available to our students.



### COWORKING RESOURCES

Each accepted student Entrepreneur will receive summer. Open Desk memberships to The WERX to work on and develop their business ideas with their team, and WERX mentors.



THE WERX MISSION: BUILD, GROW & SUPPORT SMALL BUSINESS IN MCKINNEY.

SPONSORED IN PART BY:

THE MCKINNEY ECONOMIC DEVELOPMENT CORPORATION & THE MCKINNEY EDUCATION FOUNDATION



Damian M. Skinner

Marketing Innovation  
Producer/Director



James Creedon

Copyright & IP Law



Tod Mongan

Business Law



Brian Gilmore

Business Plan  
Specialist



Scott Berry

Marketing Strategist  
Social Media Specialist



Gary De Rodriguez

Team Performance  
Humanistic Business Strategy

WERX is committed to teaching young people how to think like entrepreneurs and create as innovators!

OUR TEAM OF SEASONED ENTREPRENEURS WILL TEACH & GUIDE STUDENTS THROUGH PRESENTATIONS, WORKSHOPS AND PROVIDE DIRECT MENTORING ALL SUMMER!

## WHY IS LEARNING ENTREPRENEURIALISM SO IMPORTANT FOR ALL YOUNG PEOPLE?

With advances in technology happening at exponential rates, business and jobs markets as we know it will be disrupted and radically changed over the next 20 years. ALL people need to have skills to think and create as entrepreneurs in order to transition into new evolution of business and life, as so to not be left behind.



1, 2, 3...

# INNOVATE!

ALL STUDENTS ACCEPTED INTO THE PROGRAM WILL RECEIVE A FREE OPEN DESK MEMBERSHIP TO THE WERX COWORKING CENTER DURING THE SUMMER TO DEVELOP THEIR PROJECTS.

Final Culmination Event(for all students of both sessions):

## YOUNG ENTREPRENEURS FINAL PITCH AND AWARDS CELEBRATION!

### AUGUST 19TH, 2016 6:30PM-9:30PM

The Final Culmination Event will allow students to present their business ideas in a live 'Pitch' format to Investors, Seasoned Entrepreneurs and the audience of Friends and Family. Prizes will be presented to the Top 3 Teams of Young Entrepreneurs!

Students will bring their creative passion and ambition and be fast tracked through the process of creating a businesses from defining a marketable idea, to laying the ground work to get it up and moving towards marketability, through our workshop based program.



16-617



**TITLE:** Interim President Report

**SUPPORTING MATERIALS:**

[Interim President Report](#)

[MAFC Topping Out Evite](#)

[Playful Tour](#)





## **Economic Development Highlights Interim President Liu June 2016**

### **Administration**

- The joint MEDC & City Council meeting was held in the City Council Chamber on May 9. Members of the MEDC Board and City Council exchanged dialogue on McKinney economic development. The Council shared the vision and provided directions for 2016-2017 growth.
- The MEDC Board, City Council liaisons, Interim City Manager Tom Muehlenbeck, and MEDC Staff participated in the Strategic Planning Workshop on May 20 in the City Council Chambers. Allison Larsen of TadZo Consulting facilitated the workshop and provided interactive activities to gather ideas from the Board, Council liaisons, and staff to assist in developing strategic plans for MEDC. 2016 MEDC Strategic Planning was productive.

### **Economic Development/Marketing/Networking**

- Staff attended the Aquatic Center Topping Out on May 13. Over 200 guests were in attendance. Mayor Brian Loughmiller and MEDC Chairman Scott Elliott delivered speeches regarding the project progress. (See Event Evite.)
- Vice Chairman Robbie Clark and Staff attended TEDC Sales Tax Workshop at Omni Mandalay Hotel at Las Colinas on June 8. This one-day Workshop is educational and resourceful with the topics including Public Information Act, Open Meetings Act, 2015 Legislative Update, Type A/Type B Sales Tax Corporate Requirements and Permissible Projects. The speakers are the staff from Texas Comptroller of Public Accounts, Texas Attorney General's Office, Brown and Hofmeister, Texas Economic Development Council and Texas Municipal League. Staff attended the Workshop in 2014 and is pleased to have the opportunity to attend this year for the refresher.

- John Valencia, Director of Business Retention and Expansion, and Staff visited Paul Bettner, Playful Founder, in historical McKinney downtown on June 9. Playful is one of MEDC projects and has experienced an impressive growth. (See Pictures.)

### **Business Mission Reminder**

- 2016 Select USA Investment Summit – Staff will attend Select USA Investment Summit in Washington DC on June 19-21. The staff from Governor’s Office and Team Texas will also join the Summit.

### **Projects Compliance**

- After working with Finance staff and legal counsel to ensure the performance criterias were met in the MEDC-Hisun Loan Agreement, MEDC issued the first incentives check to Hisun Motors Corporation on June 3.

### **New/Expansion Projects Updates**

- Project Sticky Phase II - Will be discussed in Executive Session.
- Project Bright – Will be discussed in Executive Session.
- Project Ice Box – Will be discussed in Executive Session.
- Project Red River– Will be discussed in Executive Session.
- Project 3S – Will be discussed in Executive Session.



MCKINNEY

# Aquatic & Fitness Center

TOPPING OUT CEREMONY

**Friday, May 13 • 12–1:30 p.m.**

**3003 Alma Road, McKinney, Texas 75070**

**Gabe Nesbitt Community Park**

Lunch will be provided

Parking available next door at PSA McKinney, 7205 Eldorado Pkwy.



R.S.V.P. by May 9 to Sheri Van Slycke  
[svanslycke@mckinneyedc.com](mailto:svanslycke@mckinneyedc.com)



# PLAYFUL CORP TOUR-JUNE 9, 2016

ABBY LIU, INTERIM PRESIDENT WITH  
PAUL BETTNER, FOUNDER/CEO & DAWN WILLIS, EXECUTIVE ASSISTANT





**16-618**



**TITLE:** Update on the ONE McKinney 2040 Comprehensive Plan Initiative

**SUPPORTING MATERIALS:**

16-624



**TITLE:** Discuss and Direction Regarding Possible Amendment to MEDC Bylaws  
Relative to Board Member Training

**SUPPORTING MATERIALS:**

[Sales Tax Workshop Agenda](#)



TEXAS ECONOMIC DEVELOPMENT COUNCIL

## Texas Economic Development Sales Tax Workshop

June 8, 2016

8:00 a.m.-3:30 p.m.

Omni Mandalay

Irving, Texas

### Agenda

- 8:00 AM**    **Introductions**  
*Carlton Schwab, President/CEO, Texas Economic Development Council*
- 8:15 AM**    **Economic Development in Texas**  
*Carlton Schwab*
- 8:45 AM**    **The State Comptroller's Role in Local Economic Development**  
*Russell Gallahan, Economic Development Analyst, Texas Comptroller of Public Accounts*
- 9:15 AM**    **Break**
- 9:30 AM**    **Economic Development in Small Type A's and Type B's**  
*Robert Johnson, Executive Director, Gladewater Economic Development Corporation*
- 10:30 AM**    **Public Information Act**  
*Kenneth Moreland, Assistant Attorney General, Texas Attorney General's Office*
- 11:30 AM**    **Lunch Provided**
- 12:30 PM**    **Open Meetings Act**  
*Zindia Thomas, Assistant General Counsel, Texas Municipal League*
- 1:30 PM**    **2015 Legislative Update & Type A and Type B Sales Tax Corporate Requirements**  
*Jeff Moore, Attorney at Law, Brown & Hofmeister, L.L.P.*
- 2:00 PM**    **Break**
- 2:15 PM**    **Discussion of Permissible Projects**  
*Jeff Moore and Zindia Thomas*
- 3:30 PM**    **Questions & Answers**  
*Jeff Moore and Zindia Thomas*

16-625



**TITLE:** Discuss New President Welcome Event

**SUPPORTING MATERIALS:**

16-619



**TITLE:** Consider/Discuss/Act on May Financials

**SUPPORTING MATERIALS:**

[May Checks Issued](#)

**McKINNEY ECONOMIC DEVELOPMENT CORPORATION**  
**Checks Issued: May 2016**

DATE	NUMBER	DESCRIPTION	AMOUNT	FPO #	PO #
5/2/2016	716	The WERX (Proj# E15001) Loan Agreement	\$11,000.00		160139
5/2/2016	717	PestRoutes, LLC (Proj# E15006) Rent Reimbursement (Mar/Apr'16)	\$2,800.00		160616
5/2/2016	718	John Valencia Mileage Reimbursement (April)	\$269.72	F30438	
5/4/2016	719	HealthQuest Alliance (Proj# E15009)	\$4,167.00		160495
5/4/2016	720	Foliage Designs (Office Plant Care)	\$95.00		161173
5/9/2016	721	Ricoh USA (Color print overages)	\$251.74	F30493	
5/9/2016	722	D Magazine ( Spring'16 DRC Real Estate Ad)	\$1,351.00	F30492	
5/9/2016	723	Mark Goldstucker (P&A Legal Fees)	\$113.04	F30491	
5/9/2016	724	4D Property Maintenance (MEDC grounds maintenance)	\$648.00		160926
5/13/2016	725	IAMC (Annual membership dues)	\$1,645.00	F30531	
5/13/2016	726	IEDC (Annual membership dues)	\$585.00	F30532	
5/13/2016	727	Korean Journal (Full page ad-6 publications)	\$1,500.00	F30533	
5/13/2016	728	TEDC (Great State Summit Sponsorship)	\$5,000.00	F30536	
5/16/2016	729	Strategic Government Resources (President Search)	\$7,653.84		160842
5/16/2016	730	Strategic Government Resources (President Search)	\$9,518.07		160842
5/19/2016	731	Abby Liu Mileage Reimbursement (April)	\$174.95	F30577	
5/19/2016	732	McKinney Chamber of Commerce (QTRLY Luncheon)	\$125.00	F30566	
5/19/2016	733	Integra Realty Resources (MEDC owned land appraisal)	\$3,500.00	F30567	
5/19/2016	734	Munzee, Inc. (Proj#E14015) Rent Reimbursement	\$4,166.67		160912
5/19/2016	735	Brown & Hofmeister (Horizon Data)	\$112.00	F30585	
5/19/2016	736	Brown & Hofmeister (Cookies N Milk)	\$75.00	F30586	
5/19/2016	737	Brown & Hofmeister (Modular Power)	\$208.00	F30587	
5/19/2016	738	Brown & Hofmeister (Manner Plastics)	\$32.00	F30589	
5/19/2016	739	Brown & Hofmeister (Encore Wire)	\$64.00	F30588	
5/19/2016	740	Brown & Hofmeister (PestRoutes)	\$405.00	F30590	
5/19/2016	741	Brown & Hofmeister (Blount Fine Foods)	\$1,056.00	F30591	
5/23/2016	742	Brown & Hofmeister (General)	\$2,431.65	F30607	
5/23/2016	743	Brown & Hofmeister (General)	\$592.00	F30608	
5/23/2016	744	Brown & Hofmeister (Raytheon)	\$224.00	F30609	
5/23/2016	745	Brown & Hofmeister (P&A Graphics)	\$64.00	F30610	

5/23/2016	746	Brown & Hofmeister (Hisun)	\$784.00	F30611	
5/23/2016	747	Brown & Hofmeister (TPUSA)	\$32.00	F30612	
5/23/2016	748	Brown & Hofmeister (ShineRayTek)	\$352.00	F30613	
5/23/2016	749	SignARama (Info signs for MEDC property)	\$1,178.40		161246
5/23/2016	750	Standard Coffee Service	\$33.46		160268
5/23/2016	751	Conway Data (Site Selection Magazine Ad)	\$7,400.00	F30602	
5/23/2016	752	Conway Data (TX Wide Open For Business Ad)	\$6,600.00	F30603	

16-620



**TITLE:** Consider/Discuss/Act on a Non-Binding Letter of Intent with the WERX Foundation, Inc. to Provide Matching Grant Funding for Emerging Technology Initiatives

**SUPPORTING MATERIALS:**