



Economic Development Highlights

President Auterson

April 2017

Prospect Activities:

- **Project Red River's offer letter was executed by the company & our legal counsel has prepared & forwarded the required legal documents to the company's legal counsel for review & execution. Once the legal documents have been executed, we will organize an appropriate announcement of the project.**
- **The Gateway MOU has been signed by the KDC team members & will be presented to the MEDC Board & City Council for approval on April 18th. A pre-design meeting is scheduled for 4/13 to review site issues to insure that we can move swiftly if development opportunities materialize during the master development agreement negotiations.**
- **Have presented an incentive framework to the legal counsel for Project Fox III which is an existing company with significant expansion potential. Feedback has been very encouraging & we are expecting verbal acceptance very soon. We will work with our legal counsel to finalize the incentive terms as soon as the green light is given.**
- **MEDC/City staff & volunteers recently hosted a luncheon for a new Taiwanese company (Brilong) that has established a small operation in McKinney. Representatives from TYG & Wistron Greentech were also present & have played an integral role in bringing the company to McKinney.**
- **The spec light industrial development RFP is scheduled to be disseminated on April 14th to 16 targeted companies & will also be posted on MEDC/City websites & an announcement circulated widely. The deadline for proposals is June 1st.**

Business Retention/Expansion Program (BREP) Activities:

- **Working with a group of developers seeking to open up some commercial land for development in the north 75 corridor. A sewer line extension could facilitate a proposed expansion project as well as some spec office/light industrial development. If the project moves forward, we expect to bring a proposal to the MEDC Board in May.**

- MEDC staff recently organized tours for City Manager, Paul Grimes at Popular Ink & Encore Wire.

Entrepreneurial Activities:

- Have reviewed the business plan submitted to MEDC by the McKinney Innovation Center (MIC). MIC representatives will present a funding request to the MEDC Board on April 18th.

Marketing/Promotion/Connections Activities:

- Attended a Collin College CEO Roundtable presentation/discussion on 3/21 to learn about the college's master plan process & to provide feedback on relevant training/education challenges & opportunities.
- Have been recruited to serve on the Collin College Business Management Advisory Committee & attended my first meeting on 3/31. Much of our discussion focused on collaborative curriculum development & programming to help address the many workforce challenges that HR personnel are facing every day.
- Attended the BisNow Dallas State of the Market event at The Crescent in Dallas on 3/23. We've created a lot of buzz regarding our selection of the KDC team for our Gateway project.
- Participated in Collin County Days with Chamber, City & County representatives 3/28-29th. Called upon Senate staff members & shared position statements on community & economic development issues. Attended a going away reception for Tracye McDaniel who recently left TexasOne to launch her own company.

Research Activities:

- The MEDC Board strategic prioritization work session held on 3/17 was very informative & has established the foundation for MEDC's strategic direction for the next five years. An overview of the findings/conclusions will be presented at the April MEDC Board meeting along with a first draft of the strategic goals/objectives. The plan is scheduled to be finalized in May.
- MEDC staff has begun planning activities/events/announcements for National Economic Development Week to be held May 8 – 12th. We will coordinate marketing for these activities with the City's marketing department.

Other:

- Actively recruiting candidates to fill the Director of Business Development position vacated by Chad Walker on 3/31. We have received 86 resumes thus far & the deadline for submission is 4/17.