



MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

April 13, 2017

To: MEDC Board

From: John Valencia

Director of BRE & ET Programs

Subject: April 18, 2017 MEDC Board Meeting; BREP Report/Update

Business Retention & Expansion Program

The following three are updates from my January Report:

- Blount continues with their soup line installation and production area. It's ongoing and next month, May, hope to begin equipment start up. Labor continues to haunt them in finding workforce.
- Simpson Strong-Tie expansion is well under way. They are making huge progress on their building project. Phase 2 is due to be complete in the next two weeks and are in the finishing stages. Phase 3 is coming along.
- At this time I have no other working expansions.

Also, please see <http://mckinneytexas.org/1046/Development-Reports> to find the McKinney at a Glance Development report for February. This is produced by the Planning Department and is quite comprehensive of what is happening in McKinney. I'm hoping you take a look as it really contains a wealth of information.

New Business

With Chad Walker leaving the MEDC earlier this month, he was registered for the IAMC (Industrial Asset Management Council) Spring 2017 Forum in Tampa Bay, FL from April 8th to the 12th. With his vacancy, I attended in his place. MEDC has been a member for a number of years and this was an opportunity to keep MEDC in their sights. The following is a glimpse into them and specific to this Forum, I will have you an Executive Summary for the May Board Meeting. Suffice it to say, it was a valuable and enjoyable experience. Thank you.

Founded in the summer of 2002 by Atlanta-based Conway Inc. and its founder McKinley Conway, IAMC has grown into a highly influential professional association of more than 600 dues-paying members, including senior real estate directors from 3M, Alcoa, Air Products and Chemicals, BASF, PepsiCo, General Mills, Honda of America Manufacturing, Johnson & Johnson

Pharmaceuticals Group, The Linde Group, Pfizer, Weyerhaeuser and many other large industrial firms.

IAMC's slow, steady and balanced growth has been intentional and focused on quality over quantity.

Today, IAMC's leaders and staff remain steadfast to the core value proposition of the association: a devotion to its members and to providing world-class education, leadership development, and relationship building for industrial real estate professionals.

Even as IAMC works to establish its brand and presence in the global world of corporate real estate, it remains member-focused and dedicated to providing unparalleled knowledge sharing and a low-sales networking environment.

At IAMC we know that when the relationships come first, the business follows.

Please take a look at the following link for the program: [Forum Program](#)

Emerging Technology

With the MEDC working on a Strategic Plan with the TadZo Team, this program as we know it is in the discussion stage and under evaluation. It might evolve differently than it is today. We believe that this type of effort and initiative is important in our community, but just how it all plays out, is still being considered.

The McKinney Innovation Center (MIC) presentation will be given at this Board Meeting. A concept presentation in January, an update given at the March Meeting, and this month's formal presentation will bring the initiative for consideration. During the week or so in advance of this meeting, Board Members were offered up a bound package like the one you now have in Box. The MIC Team thanks you for your attention and patience in this initiative and look forward in the opportunity to deliver it in McKinney.

The WERX in McKinney

Please see the attached WERX's month report for that update.

*****EXTRA***EXTRA*** Read All About It!**

McKinney Robotics Team Advances To World Championship

(see attached email, press release and photo)

The Team here continues to work hard in promoting our wonderful community!

Respectfully Submitted,

John Valencia

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

WERX Monthly Status Report to Board

Mid March 2017 to Mid April 2017

Item	Description	Outcome	Comments Notes	Further Actions Required
2017-0401	Very successful McKinney Innovation Center Event held on March 16th	Expected 95 to 100 people, actually had 124 people attend	All had very favorable comments and tons of excitement. The Makerspace was a big hit.	Keep the community that attended and others up to speed on status of the MIC
2017-0402	Secured sponsors to defray costs of the MIC Event held on March 16th	Liberty Mutual, Pest Routes, Office Source Furniture, Market Street, Metro Linen, Saskaway One, Primo, Tubbs, Contributed	A hearty thank-you to our sponsors	None
2017-0403	Received 7 support letters from the community supporting the development of McKinney Innovation Center	Grateful for the letters	Included the letters in the MEDC board books.	None
2017-0404	Provided one-on-one tours of the proposed MIC center for community Leaders.	Robbie Clark, Ken Sipiora, Jason Burress, Sharon Denny and others provided a tour	I believe that each tour yielded a good opportunity to show the potential of the MIC	None
2017-0405	Began obtaining Letter's of Intent for initial residents of the MIC	Entsais Technology submitted letter, expecting from Balanced Media, Café and Laptop, and XXL Sales.	Will continue to work to get LOIs were possible.	Continue.
2017-0406	Meet with OIE EDA government grant officer and provided tour of the WERX and potential MIC	Very positive meeting, no issues identified.	Opportunity may exist for additional funding regarding seed funds.	First OIE quarterly report due on April 30th will be submitted jointly with Collin College.
2017-0407	WERX Consolidation of space to reduce the monthly rent by over 50%.	Consolidation completed on March 30th. Everyone now located in Suite 700.	Tight now - but everyone is making it work	2 dedicated desk remain open at this point for rental.
2017-0408	Furniture Reconciliation Finalized	Through Mark and Steve's assistance, agreement was reached with the Cotton Mill on swapping furniture.	Darla and Harry to completed final count	Accounting paperwork to be completed at both ends for accurate accounting. CPA involved to assist.
2017-0409	Conference Room decision	Agreement reached with Cotton Mill for continued use of the conference room.	Process set-up for sharing use and scheduling	3 rentals within period \$242.00
2017-0410	McKinney Innovation Center Business Plan and pro forma Completed	Business Plan and pro forma have been completed and submitted for approval	Awaiting approval	Awaiting Approval
2017-0411	Attended Entrepreneur Summit representing McKinney WERX	Good event with networking opportunities. Shark Tank rep Robert H. gave key note speech.	Was able to hand out tri-folds regarding the MIC and did competitive analysis of other co-working spaces in DFW.	Follow-up with all people whom I networked with once go no-go decision made on the MIC.
2017-0412	Rick Glew and Mark Cottam provided business Plan 101 training session	About 10 Collin College students attended	Very positive feedback from attendees	none
2017-0413	Meet with Lance and Jason from Viyu for cost estimates on IT needs at the MIC	Quotes received for cabling, equipment, drops.	Reasonable quotes - will obtain others Looking at \$65 K dependant on how we split cost with landlord for the drops	Additional quotes

2017-0414	New Companies added during period- Work Turbo (2 desks), Café & Laptop (1 Desk 2 People), Emerald Pacific	Maintaining rental revenues during the consolidation	Café & Laptop and Emerald Pacific will be moving to MIC. Work Turbo still undecided	Convince Work Turbo to join
2017-0415	Continued to meet with and discuss MIC with potential companies	As of today we are looking at a potential of 60 people on opening day with growth to 120 by year end.	For Perspective - today we have 22 at the WERK	Continue to meet with potential companies
2017-0416	Introduced Emerald Pacific to MEDC for growth discussion	Emerald Pacific is looking for about 15'000 sq. ft. in McKinney for plastic recycle sorting business	Contacted Lance Black for possible opportunity at Bray Center location.	Continue to explore spaces

John Valencia

From: Mary Mobley <mhmob1986@gmail.com>
Sent: Wednesday, April 5, 2017 4:04 PM
To: John Valencia
Subject: Robotics Team Good News
Attachments: Press release 002-04-2017.pdf; DSC_0898.jpg; DSC_0837.jpg

Hi John. Just wanted to give you an update on the robotics team. We competed in the Brazos Valley Regional Competition this past weekend and had great results. The team made significant changes to the robot after our last competition in Dallas and the robot consistently excelled throughout this latest competition. We finished the competition as the top rookie seed. We also received the Rookie All Star Award. This award is given to a team exemplifying a young but strong partnership effort, as well as implementing the mission of FIRST to inspire students to learn more about science and technology. Winning the Rookie All Star Award qualifies the team to attend the World Championships in Houston on April 19-22. The team has worked so hard this year and they are so excited to be able to attend the World Championships.

I am sending a link to a press release we are sending out about the team. I'm also sending a couple of pictures of the team after we received our awards. We are currently trying to raise money to offset the cost of attending the championships and the press release contains a link to our GoFund Me account. Feel free to share this information.

Thanks for your help.

Mary



Contact: Mary Mobley

Email: mhmob1986@gmail.com

Facebook: <https://www.facebook.com/McKinneyMerics6369/>

FOR IMMEDIATE RELEASE

McKinney Robotics Team Advances To World Championship

WACO, TX, April 2 – The McKinney Mercenary Robotics Team racked up 2 awards in the inaugural Brazos Valley Regional For Inspiration and Recognition of Science and Technology (FIRST) Robotics Competition (FRC) held at University High School in Waco, Texas March 31 - April 2.

The Brazos Valley Regional competition featured teams from four states. Building on the lessons learned in their first competition at the Dallas Regional in March, the team was able to improve their performance. The rookie team placed 15th among the 41 teams that competed.

Mercenary Robotics won the Highest Rookie Seed Award as well as the Rookie All Star Award. The Rookie All Star Award automatically qualifies the team to compete in the FIRST Championship which will be held in Houston, Texas April 19-22.

To help with competition expenses, the team has created a GoFundMe page <https://www.gofundme.com/mercenaries-6369-championship-fund> and welcomes any support from the community.

Last summer, a group of dedicated McKinney area high school students formed FIRST Robotics Competition (FRC) Team 6369 also known as Mercenary Robotics. Before they could start solving engineering problems, the team applied for grants and asked for local business support to raise the funds to compete this year.

The team had just six weeks to design and build a robot to complete various tasks, the most difficult of which was getting the roughly 80 pound robot to ascend a rope. Facing real life engineering challenges, the students have to quickly make changes during the competition.

Working out of a team member's garage and game room, the rookie team faced tough completion from much larger teams with more funding and dedicated work spaces with full workshops.

Team 6369 would like to thank its sponsors: Emerson Process Management, Best Buy McKinney, FIRST in Texas, Texas Workforce Commission, The Argosy Foundation, Lowe's Store #2878, Texas Instruments, and McKinney Lions Club.

The team is still in need of sponsors and mentors. The greatest need is a work space to build and test their robots.

The team would also like to thank Mary Mobley for her dedication to the team and their mentors Jason Bolen and Andrew Nelson.

Mercenary Robotics is open to students from all three McKinney High Schools as well as home school students. For more info please contact the team by email at mckinneymercs6369@gmail.com.

FIRST was founded in 1989 by inventor Dean Kamen to promote a culture where science and technology are celebrated. FIRST programs engage students in exciting mentor based programs that build science, engineering, and technical skills in addition to fostering competence in areas such as self-confidence, communication and leadership.

