



McKinney Economic Development Corporation

John Valencia-Director of BREP

April 2018

Strategic Plan Management & Communicating Results:

A. Business Retention & Expansion

- Project Todd - Previous - I was contacted by a development team retained by the client to help navigate their project to build an approximately 100K sf, two story Class A office complex that has 50K sf floor plates. Site would be in the 8-10 acre range. The development team is gathering intel for presentation before the client's December Board of Director's meeting. Early schedule is to have the CO and move in Q4 of 2019 or early Q1 of 2020. Update now for this report: I was contacted within the last week from the Client and shared the following: *We are still in the middle of the programming work with our architect. As soon as we finish up (I imagine sometime in January), the groups will be in touch and then we can discuss next steps. Have a great rest of your year!* Jan 2018 update: I am waiting for word on their December BOD Meeting... and here it is: ...the board is supportive of our ongoing efforts. We're still finalizing the programming / visioning work with Gensler. Once that is complete, we will be around the market looking at potential options. Feb 2018 - No Update at this time from the client. March 2018 - No update at this time from the Client.
- Project Sweet - Previous - New Retention & Expansion opportunity is in discussion. With recent discussions and development in our community regarding annexation, this has become a relocation, retention and expansion opportunity. The short term effort will be to maintain current location and have some square footage increases, along with job growth. And over the next 6 to 12 months, to design, build and occupy a totally different location and facility. Update for this report: A Pre Development meeting has been scheduled for January 10th between the City Team and the Project Sweet Team to discuss the annexation subject matter and to look at preliminary layout plans of an onsite small expansion for their administrative operations. Jan 2018 update: The Pre Development meeting was held on the 10th. Discussion points were on annexation process, potential zoning changes and a development agreement. At this time, major concerns are bring sewer and water to the facilities on the property. Distances of up to 2,000 feet are being discussed and at what cost. Engineering is done on the sewer but remains to be done on water and fire safety needs. Client will be working these



concerns and will come back for another Development Meeting. Project is strong, but still needs time to address. Feb 2018 - Client is still working the annexation subject matter. At this time... quiet. February 26, 2018 8:30 am Finally caught up with Robert on a phone call. At this time they are concentrating on their business. Critical at this time is warehouse space. At their Georgia operation they are partnering with a warehouse builder to build adjacent to them there, so we'll see how that works out. On the local level, with the "complexities" of annexation, need for two entries (fire), neighbors not willing to sell (or cooperate), need for a loop water supply, etc. it's all just too expensive at this immediate time. That's not to say on down the road they still might go this route, but right now probably not. So, for now they will stay put. Discussion was too that we didn't want them to leave McKinney and Robert still indicates that their home is and will be McKinney. We will stay in touch and be available for each other. At this time he has no plans to visit the GA operation for a while. As a note here" Robert mentioned that a major customer was putting them in their May Catalog and was going to add \$3 plus million to their bottom line and thus their immediate concentration on the business side! No further update at this time.

- Playful - I met with the Playful team on Feb 6th. Imagine this... they are only behind schedule two weeks and over budget about 2 mil! It's still a work in process. The interior floors are being installed and once weather warms up a bit, concrete will be poured. At this time the operations team of Playful is hoping to move in at the end of July. Hummm... we'll see. Gage says that's pretty aggressive but that is the push! April update – have met multiple times over the past three weeks. They continue to have challenges with the schedule, but a big milestone is to have the building dried in by the end of the month. As I write this, the parking lot on the south side of the building is being prepped and should be poured in the next few days. Occupancy now looks like the end of September...
- Project Saucer - New opportunity for an(other) expansion of a local business. Initial meeting will be held on January 31st. Feb 2018. Met with the executive team on Jan 31st. They are still planning on an expansion, but it might be toward the third quarter. I meet with them again in March. No further update on this March report at this time. April update: cold storage is being a challenge for them and discussions are ongoing about this and the longer term expansion.
- Project Napkin - Local company looking to expand. Very early discussions and looking at a property now to see if it will fit/work. April update: Client still wants/need to expand, but business conditions, which are very strong, might prevent expansion at this time. This might push to Q4 2018 or Q1 2019...
- Project Garden - Local company looking to expand. Predevelopment meeting held on Jan 11th. Project is making progress and is making its way through the City process.

B. Business Attraction - None at this time



C. Entrepreneurship

- Update: The WERX executed the lease for office space and services at McKinney Technology Center for a 5/1/18 move-in. This space will be specific for their Maker Space and Regional Innovation Strategies i6 Grant in collaboration with Collin College. Equipment has been identified and will be sourced for delivery by month end April. Chris Wilkes, CEO Sigmetrix and Ed McDonald, mb INNOVATIONS have agreed to join the Board. Other members are being recruited. Policies, procedures, rules and membership guidelines are being developed along with Website for 6/1/18 soft opening
- Paul Grimes', Culture of Innovation group's next meeting will be the end of April and will be our 4th meeting. Corey Clark, Manager Production Planning & Management with Toyota will be facilitating and hosting this meeting and is being held at the new Toyota facility. See the attached agenda for the March meeting.

Marketing/Promotion/Connection Activities:

- NA

Other:

Culture of Innovation - Meeting #3

Location: Room 105, Collin Higher Education
Center, McKinney, TX
Date: March 29, 2018

Purpose: Consensus on Charter & Mission + Mentality Growth + Key Stakeholders + Meeting Schedule

	<u>Lead</u>	<u>Present</u> (in mins)	<u>Discussion</u> (in mins)
<u>Agreement:</u>			
1. Charter & Mission Statement	Jennifer Blalock & Paul Grimes	10	20
a. Introduction of new members			
b. Review Charter + Gain Agreement			
c. Review Mission Statement + Gain Agreement			
<u>Brainstorming:</u>			
2. Mentailty Growth	Ron Giblin / Corey Clark / Marion Sakima	5	25
a. What, When, Where, Who			
b. Strategic Approach			
3. Key Stakeholders	All		30
a. Based on #2, other functions to engaged in Collin County			
4. Meeting Schedule: Frequency & Duration	Corey Clark		15
5. Grant Opportunities	Jennifer Blalock		
6. Next Steps:			15
a. Set Immediate next steps based on 1 through 4	All		
b. Assign responsibility for follow up: Use open items tool			

Closing Remarks

Mr. Paul Grimes - City Manager, City of McKinney

Dr. Jennifer Blalock, Vice President, Collin Coll

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#	Category	Open Item	Owner
1	Planning	Finalize charter and mission	Jennifer Blalock
2	Planning	Define the teams purpose for organizing	Jennifer Blalock
3	Schedule Development	Propose a definition for duration/time the group will organize	Trevor Minyard
4	Planning	Clarify the scope of work to avoid scope creep in the future	Ron Giblin
5	Organization	Clarify the members involved and the skill sets they offer to the team	Corey Clark
6	Planning	Set the end goal. What success looks like?	All
7	Organization	Clarify the resources the team have available to accomplish goals successfully	John Valencia
8	Milestone	Structure the cadence of reporting and direction setting	All
9	KPI Development	Based on end goal and the milestone strategy, propose KPIs to ocnfirm goals will be met successfully	Corey Clark
10	Organization	Who else should be at the table?	All
11	Planning	Gain consensus on general mentality growth strategy	All
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Planning	Paul Grimes	Not Assigned
Organization	Jennifer Blalock	Open
Schedule Development	Peter Burns	Open - Need Support

KPI Development	John Valencia	Closed
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Funding	Ron Giblin
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Milestone	Lisa Hermes
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Robert Atkins

Klyne Smith

Corey Clark

John

Trevor Minyard

All