

New project activity was down slightly last month. I had several meetings with developers looking at McKinney for various projects. I attended the DFW Marketing Team Local Brokers Day where I represented one of ten local EDCs that met with local brokerage firms. I traveled to Cleveland for the Industrial Asset Management Council's Fall Forum during the last week of September. This was an excellent event that provided networking opportunities with corporate real estate executives as well as national brokerage and site selection firms. I have taken over Cayti Stein's responsibility for responding to RFPs and RFIs since her resignation.

**Business Development Activities:**

- I met with Project Find on 9/16
- I attended the Dallas Regional Chamber's (DRC) Local Brokers Day on 9/18
- Cayti and I attended the Area Development (AD) Consultants Forum Workshop in Irving 9/20 – 9/21
- John and I hosted brokers from Capstone Commercial on 9/22
- I met with an industrial broker to discuss McKinney's needs on 9/22
- I attended a Texas Economic Development Council (TEDC) webinar on incentive analysis on 9/23
- I attended the Industrial Asset Management Council (IAMC) fall conference in Cleveland, OH, 9/27 – 9/30
- John and I met Project Find on 10/13
- I attended the Texas Economic Development Council (TEDC) annual conference in Dallas 10/14 – 10/16

**Projects:**

Project details will be discussed in executive session.

**Upcoming Activities:**

- McKinney Young Professionals (MYP) after hours networking event 10/20
- Bisnow DFW Construction & Development event on 10/27
- DRC DFW Marketing Team Atlanta trip 11/3 – 11/6
- Team Texas Site Consultant's Day in Dallas 11/16 – 11/17