

# ORGANIZATIONAL REPORT

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2023 – April



McKinney Economic Development Corporation

MEDC Board,

We are on the doorsteps of the Byron Nelson with only a month to go. This signature event for the MEDC will be the best to come as we have built on the momentum of the previous two years, and we have more demand than ever for tickets. Our VIP list has grown significantly, and we look to host more brokers, site selectors and companies than in previous years. We are excited! A huge thank you to our new Special Projects & Events Manager, Emily. Emily has been with us just over a month yet has taken control over the planning and execution of this signature event and is doing a fantastic job.

Byron Nelson season also signifies the launch of our annual budgeting process. We have received our proposed draft budget from the city finance department to evaluate. The MEDC Finance Committee is about to kick it into high gear as we go through our annual budget process.

Finally, we say goodbye to yet another board member, Joe Minissale, as he steps down to focus on his campaign for the Collin College board. Joe was in the final months of his final term as a MEDC board member and during his tenure served as both Secretary/Treasurer and Vice Chairman. His leadership over the past 6 years has helped shape this organization and we wish him all the best in his next role.

### **Organizational Activity Report**

- New Organic Leads: 12
- RFPs received: 11
- RFPs responded to: 0
- Total Pipeline Projects: 22
- New Pipeline Projects: 4
- Site Visits: 3

### **Business Retention & Expansion**

- BRE Visits: 13 (March 2023)
- Annual BRE Total: 26

- March was a busy month for the BRE side of the house. The team conducted 13 BRE Visits, which is higher than usual for one given month.

- Two employers have issued WARN Notices in March 2023. "Under certain circumstances, the Worker Adjustment and Retraining Notification (WARN) Act requires you to provide notice 60 days in advance of plant closures or mass layoffs. The WARN Act is intended to offer protection to workers, their families, and communities." - Texas Workforce Commission

○ Hunter Douglas Fabrication Company d/b/a Custom Brands Group (formerly Timber Blinds)- Staff is in touch with the company's HR Department.

○ Aspiration - Aspiration is an organization that facilitates the purchase of carbon credits for organizations that are pursuing carbon neutral goals. It looks like they are consolidating out of state remote workers, 19 of which were in McKinney.

### **Attended Trade Shows and Missions**

- March 2 – Bisnow: National DICE Data Center, Management, Ops & Cooling Series (Talley/Causey)

- March 22-23 – Team Texas – Road Show – Southern CA (Talley)
- March 23-24 – Consultant Connect – In-Market Summit – Dallas, TX (Tokar)
- March 28-29 – Collin County Days – Austin, TX (Clark)
- March 29-31 – Site Selectors Guild – Annual Conference – San Antonio, TX (Tokar/Talley)
- March 30 – TXEDC – Site Selectors Guild Dinner – San Antonio, TX (Tokar/Talley)

### **Upcoming Trade Shows and Missions**

- April 17-21 – Hannover Messe (Tokar)

### **Attended Events**

- March 22 – PACCAR Battery Electric Vehicle Event (Tokar/Clark/Gajary/Loughmiller, all Board members invited)
- March 22 – MYP Panel Discussion @ Encore Wire (Clark – Speaker, Beck/Causey attended)
- March 23 – Tech & Trucks Event – (All Staff, all Board invited)
- March 24 – Innovation Academy (Clark, Beck, Causey)
- March 28-29 – Collin County Days (Clark)
- April 14- ILS Gummies Ribbon Cutting- (All Staff, all Board invited)

### **Upcoming Events**

- April 19 – NTCAR Collin County Event – TBD (Talley – Panel Speaker)
- April 22 - McKinney Young Professionals (MYP) - (Panel Speaker: Clark)
- April 25 – Joint Meeting – MEDC, MCDC & City Council (TBD)
- April 27 – Cirrus Aircraft Groundbreaking
- May 1 – McKinney Chamber of Commerce Golf Tournament (TBD).
- May 2 – McKinney National Business Park Grand Opening
- May 4 – North Texas CCIM Golf Tournament (TBD)
- May 4 – Colling County Regional Mix & Mingle
- May 11-14 – AT&T Byron Nelson (All Staff)
- May 17 - Weitzman – (Speaker - Talley)
- May 22 – May 25 - AEDL (Advanced Economic Development Leadership) - Fort Worth (Talley)

### **Committee Meetings**

- The MEDC Marketing Committee meets the first Friday of the month.
- The MEDC Finance Committee meets the last Friday of the month.
- The MEDC Real Estate Committee meets the second Wednesday of the month.
- The MEDC Innovation Fund Committee meets monthly, on a TBD basis.
- The MEDC Governance Committee meets monthly, on a TBD basis.