

SMART PEOPLE. SMART PLACE.®

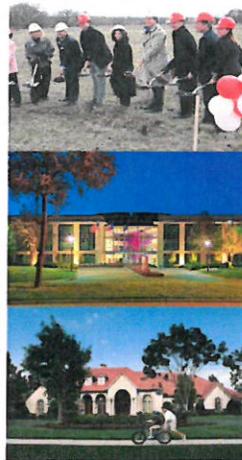
Plano Economic Development



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WHY ECONOMIC DEVELOPMENT?

- ❖ **Create job opportunities to provide access to wealth through economic growth**
- ❖ **Diversify the economic base to cushion against economic shock**
- ❖ **Increase tax base to provide services to citizens**



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MESSAGES ASSOCIATED WITH PLANO

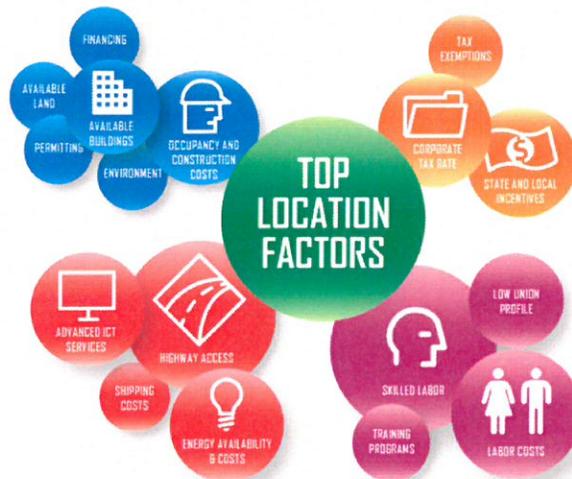
- ❖ **Educated workforce**
“Smart People”
- ❖ **World-class business parks**
“Smart Place”
- ❖ **Top city for working families**
- ❖ **Low business costs**
- ❖ **Business-friendly city**



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LOCATION FACTORS



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TYPICAL SITE SELECTION PROCESS					
PHASE	Community Filtering	Desktop Site Selection Analysis	On-Site Community Due Diligence	Economic Incentive Negotiations	Real Estate Negotiations
	1	2	3	4	
KEY STEPS	<ul style="list-style-type: none"> • Strategy formation • Business drivers • Project timeline • Criteria weighting • Employee profile • Job creation • Logistics needs • Infrastructure needs • Capital investment • Geographic preference • Facility specifications 	<ul style="list-style-type: none"> • Demographic analysis • Workforce analysis • Saturation analysis • Logistics evaluation • Infrastructure assessment • Wage survey • Real estate research • Economic incentive research • Operating cost analysis • Decision matrix 	<ul style="list-style-type: none"> • State and local ED agencies • Community leaders • Workforce commission • Existing employers • Recruitment agencies • Real estate options • Infrastructure providers • Economic incentives 	<ul style="list-style-type: none"> • Tax abatements • Chapter 380 grants • Employee training grants • Real estate grants • Utility rebates • Infrastructure grants • Sales and use tax rebates • Special tax districts • Tax credits 	<ul style="list-style-type: none"> • Acquisitions • Dispositions • Sale lease-backs • Build-to-suits • Lease renewals • Lease restructuring • Subleases
RESULT	Filter Geographic Search Area	Evaluate 8-10 Candidate Communities	Identify 2 – 3 Finalist Communities	Secure Economic Incentives	Secure Real Estate

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Site Selector Resources | Plano Community | Top Clusters | Expansion & Relocation | Media Center

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 Community Profile
 Progress Report
 Timeline

Smart People. Smart Place.®

Plano businesses and residents alike enjoy a high quality of life thanks to a well-educated workforce, world-class real estate, outstanding transportation infrastructure, award-winning schools, and affordable housing all within easy access to recreation, cultural and entertainment venues.

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INDUSTRY TARGETS & RELOCATIONS

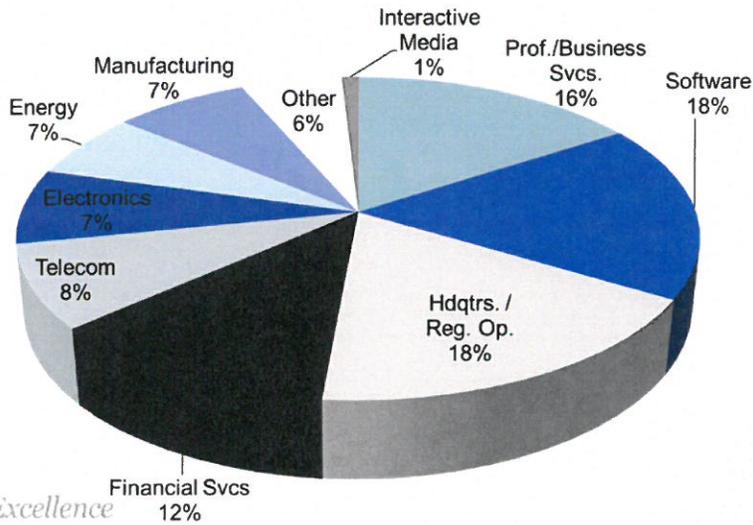
Industry Targets	Industry Relocations within the last 8 years
Information Technology	19% (Software/IT/Digital Media)
Headquarters/Regional Operations	18%
Professional & Business Services	16%
Financial Services	12%
Telecom	8%
Manufacturing	7%
Electronics	7%



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RELOCATION / EXPANSION 10/06 – YTD



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2014 ANNOUNCEMENTS

Relocations

Toyota Motor North America

- ❖ 1.78 M SF in Legacy
- ❖ 4Q16
- ❖ 3,650 – 4,100 Employees



FedEx Office & Print Services

- ❖ 265,000+ SF in Legacy
- ❖ 1,200 Employees



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2014 ANNOUNCEMENTS

Relocations

Hilti North America

- ❖ 56,000 SF in Legacy Tower
- ❖ 175 Employees



Mitel

- ❖ 52,800 SF in Granite Park IV
- ❖ 170 Employees



Greatbatch

- ❖ 52,000 SF in Granite Park V
- ❖ 175 Employees



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2014 ANNOUNCEMENTS

Expansions/Retentions

Heartland Payment Systems

- ❖ 81,000 SF in Granite Park IV
- ❖ 375 Employees



Hospitality

Renaissance Hotel

- ❖ 270,000 SF in Legacy West
- ❖ 300 keys; 26,000 SF meeting space
- ❖ 150 Employees



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LARGEST PROJECTS OF 2014 (Calendar Year)

Projects that have relocated to Plano or announced plans to do so – above 50,000 SF

Company	Square Feet	Jobs
Toyota Motor North America	1,780,000 +	4,100
FedEx Office & Print Services	265,000	1,200
Renaissance Hotel	270,000	150
AMS-TAOS USA	50,500	80
Heartland Payment Systems	81,000	375
Hilti North America	56,000	175
Mitel	52,800	170
Greatbatch	52,000	170
TOTAL	2,607,300 + SF	6,420

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INCENTIVES

Local Incentives

- ▶ Cash Grants
- ▶ Tax Abatement
- ▶ Freeport Exemption
- ▶ Tax Increment Finance (TIF)

State Incentives

- ▶ Texas Enterprise Fund (TEF)
- ▶ Emerging Technology Fund (ETF)
- ▶ Texas Enterprise Zone Program
- ▶ Skills Development Training Grants

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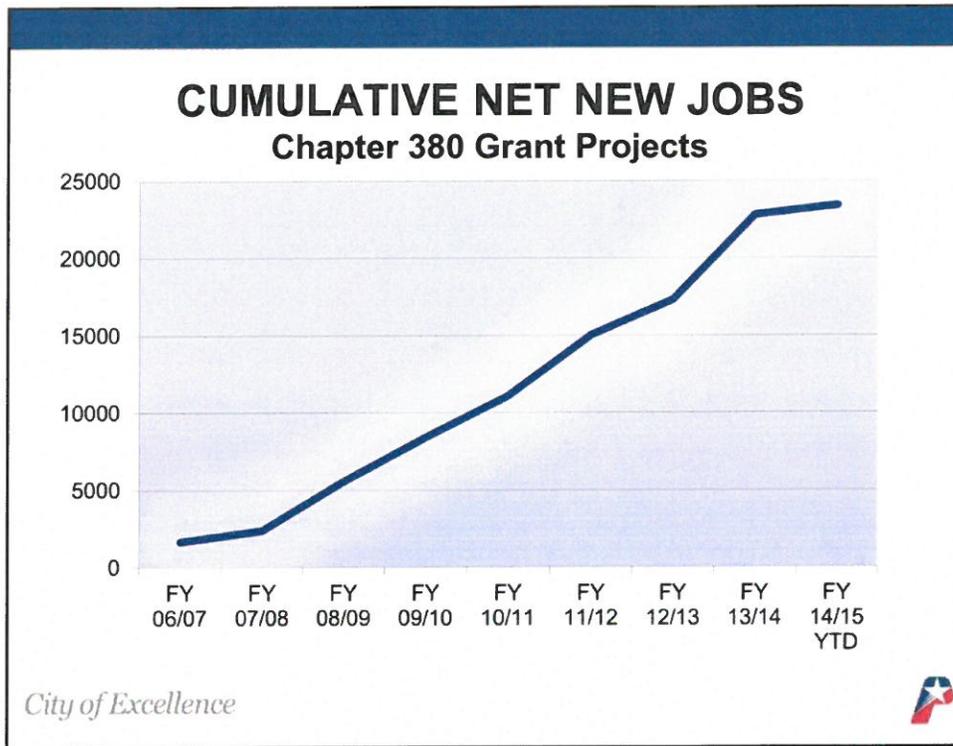


CHAPTER 380 AGREEMENTS APPROVED YTD

# Projects	Fiscal Year	TOTAL NET JOBS	Median Annual Salary*	TOTAL IMPROVEMENTS	NET AGMT. OBLIGATION
5	FY 14/15 YTD	629	\$83,519	\$77,850,000	\$4,641,250
5	FY 13/14	5,459	\$89,987	\$404,500,000	\$8,921,400
11	FY 12/13	2,291	\$71,091	\$53,781,856	\$2,195,959
11	FY 11/12	3,934	\$81,098	\$159,765,000	\$9,527,366
18	FY 10/11	2,700	\$76,667	\$247,078,000	\$2,369,773
16	FY 09/10	2,864	\$81,183	\$73,462,700	\$5,020,638
21	FY 08/09	3,172	\$65,934	\$139,528,000	\$2,834,900
14	FY 07/08	669	\$75,758	\$55,024,350	\$2,785,074
7	FY 06/07	1,703	\$77,553	\$76,572,000	\$1,560,404
108	PROGRAM APPROVED TOTAL FY 06/07 - YTD	23,421	\$79,241	\$1,287,561,906	\$39,856,764

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LOCATION SUMMARY

Project Location	# of Approved Projects	Percentage of Projects
Legacy	43	40%
Granite Park	9	8%
North Dallas Tollway	8	7%
Hwy 190 Corridor	3	3%
Intl. Bus. Park	6	6%
Southeast Plano	10	9%
RT District	20	19%
Other	9	8%
TOTAL	108	100%

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OTHER INCENTIVE STATISTICS

Project Category	Total Number
“Small Business” Incentive Agreements (less than 100 employees)	45

Project Category	Total Number
Attraction	63
Retention/Expansion	45

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CHALLENGES

- ❖ **Maintaining Plano’s reputation as a “major business center”**
- ❖ **Business investment with an uncertain global economy**
- ❖ **Competition from neighbors and abroad**
- ❖ **Growth and expansion of Plano businesses**

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OPPORTUNITIES

- ❖ Organic business growth
- ❖ Redevelopment/infill development
- ❖ Emerging industries
- ❖ Increase awareness
- ❖ Recruit from high cost & regulated markets

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HP Enterprise Services



FLEXTRONICS

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CONTACT US

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