

PLANO CITY COUNCIL

WILL CONVENE INTO EXECUTIVE SESSION AT 5:00 P.M. ON SEPTEMBER 28, 2015, FOLLOWED BY THE PRELIMINARY OPEN MEETING IN THE PLANO MUNICIPAL CENTER, 1520 K AVENUE, IN COMPLIANCE WITH VERNON'S TEXAS CODES ANNOTATED, GOVERNMENT CODE CHAPTER 551 (OPEN MEETINGS ACT), AS FOLLOWS:

Mission Statement: The City of Plano is a regional and national leader, providing outstanding services and facilities through cooperative efforts that engage our citizens and that contribute to the quality of life in our community.

EXECUTIVE SESSION

- | | | | |
|------|---|----------------|---------|
| I. | Legal Advice
a) Respond to questions and receive legal advice on agenda items
b) Chapter 54 Texas Local Government Code - Civil Code Enforcement of Property, Health, and Safety Violations | Mims | 10 min. |
| II. | Economic Development
Discuss a financial offer or other incentive to a business prospect to locate, stay, or expand in Plano and consider any commercial and financial information from the business prospect | Glasscock/Bane | 10 min. |
| III. | Real Estate
a) Downtown Plano | Turner | 10 min. |
| IV. | Personnel - Appointments/Reappointments:
a) Board of Adjustment - Member and Chair
b) Building Standards Commission - Member and Chair
c) Heritage Commission - Members and Chair
d) Planning and Zoning Commission - Chair
e) Collin County Appraisal District Board - Member Nomination
f) Denton County Appraisal District Board - Member Nomination | Council | 10 min. |
| V. | Personnel - Council Appointee Evaluation Review | Council | 20 min. |

PRELIMINARY OPEN MEETING

I.	Consideration and action resulting from Executive Session discussion: Personnel - Appointments/Reappointments: a) Board of Adjustment - Member and Chair b) Building Standards Commission - Member and Chair c) Heritage Commission - Members and Chair d) Planning and Zoning Commission - Chair e) Collin County Appraisal District Board - Member Nomination f) Denton County Appraisal District Board - Member Nomination	Council	10 min.
II.	Personnel - Appointments/Reappointments a) Animal Shelter Advisory Committee - Member and Chair b) Community Relations Commission - Members and Chair c) Cultural Affairs Commission - Chair d) Library Advisory Board - Members and Chair e) Parks and Recreation Planning Board - Member and Chair f) Photographic Traffic Signal Advisory Committee - Member, Chair and Vice-Chair g) Retirement Security Plan Committee - Member and Chair h) Senior Citizens Advisory Board - Members and Chair i) Tax Increment Financing Reinvestment Zone No. 2	Council	10 min.
III.	Economic Development Departmental Report	Bane	15 min.
IV.	Marketing and Community Engagement Departmental Report	Hayley	15 min.
V.	Consent and Regular Agendas	Council	5 min.
VI.	Council items for discussion/action on future agendas	Council	5 min.

In accordance with the provisions of the Open Meetings Act, during Preliminary Open Meetings, agenda items will be discussed and votes may be taken where appropriate.

Plano Municipal Center is wheelchair accessible. A sloped curb entry is available at the main entrance facing Municipal/L Avenue, with specially marked parking spaces nearby. Access and special parking are also available on the north side of building. The Senator Florence Shapiro Council Chambers is accessible by elevator to the lower level. Requests for sign interpreters or special services must be received forty-eight (48) hours prior to the meeting time by calling the City Secretary at 972-941-7120.



Memorandum

Date: September 24, 2015

To: Honorable Mayor and City Council
City Manager Glasscock
City Secretary Henderson

From: Alice Snyder, Assistant City Secretary

Subject: Personnel
Executive and Worksession Meetings

The following reappointments, appointments, and nominations will be considered at the September 28, 2015 Council Meeting.

Executive Session

- Board of Adjustment + Chair
- Building Standards Commission + Chair
- Heritage Commission + Chair
- Planning and Zoning Commission – Chair only
- Collin County Appraisal District Board
- Denton County Appraisal District Board

Worksession Meeting

- Animal Shelter Advisory Committee + Chair
- Community Relations Commission + Chair
- Cultural Affairs Commission – Chair only
- Library Advisory Board + Chair
- Parks and Recreation Planning Board + Chair
- Photographic Traffic Signal Advisory Committee + Chair + Vice Chair
- Retirement Security Plan Committee + Chair
- Senior Citizens Advisory Board + Chair
- Tax Increment Financing Reinvestment Zone No. 2



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- Parks and Recreation Planning Board + Chair
- Photographic Traffic Signal Advisory Committee
+ Chair + Vice Chair
- Retirement Security Plan Committee + Chair
- Senior Citizens Advisory Board + Chair
- Tax Increment Financing Reinvestment Zone
No. 2



SMART PEOPLE. SMART PLACE.®

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

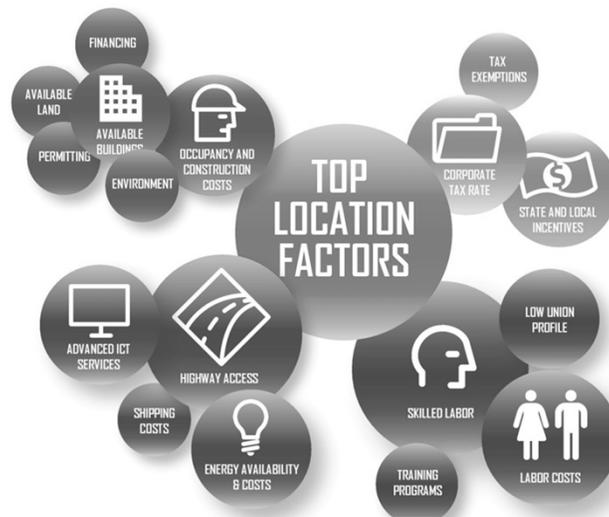


MESSAGES ASSOCIATED WITH PLANO

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



LOCATION FACTORS



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

planotexas.org

The screenshot shows the website for Plano Economic Development. At the top left is the logo for Plano Economic Development with the phone number 972-208-8300. To the right is a search bar labeled 'Search Plano Economic Development'. Below the header is a navigation menu with links for 'Site Selector Resources', 'Plano Community', 'Top Clusters', 'Expansion & Relocation', and 'Media Center'. The main content area features a large banner for 'Smart People, Smart Place' with a background image of a modern building. The banner text reads: '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.' Below this text is a 'Read More >>' link. On the right side of the banner, there is a vertical list of links: 'About Us', 'Document Library', 'Community Profile', 'Progress Report', and 'Timeline', each accompanied by a small icon.

INDUSTRY TARGETS & RELOCATIONS

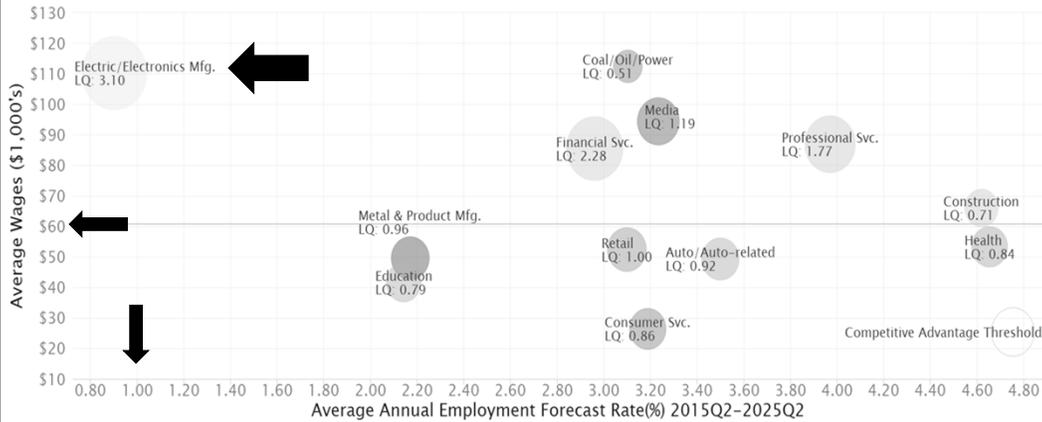
Industry Targets	Industry Relocations within the last 8 years
Headquarters/Regional Operations	19%
Software/Information Technology	18%
Professional & Business Services	15%
Financial Services	12%
Telecom	8%
Electronics	8%
Manufacturing	7%



INDUSTRY CLUSTERS BY LQ

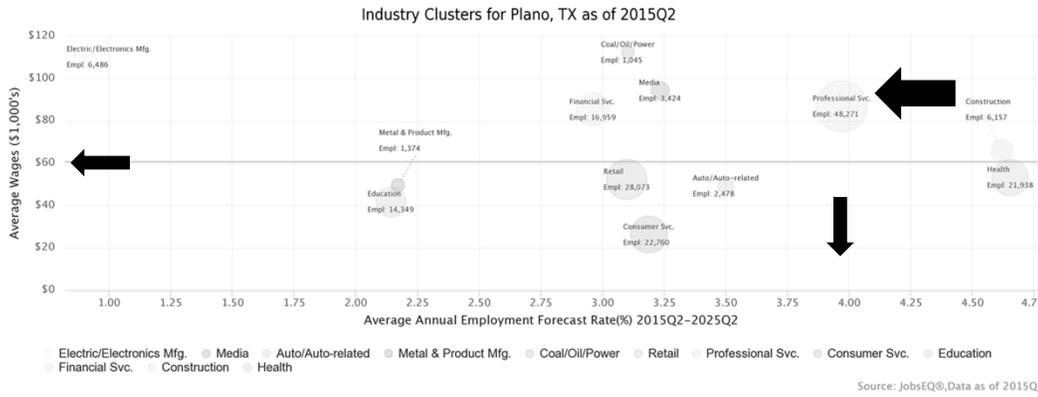
- “Cluster”
 - a geographic concentration of interrelated industries or occupations
- “Location Quotient”
 - measurement of concentration in comparison to nation

Industry Clusters for Plano, TX as of 2015Q2



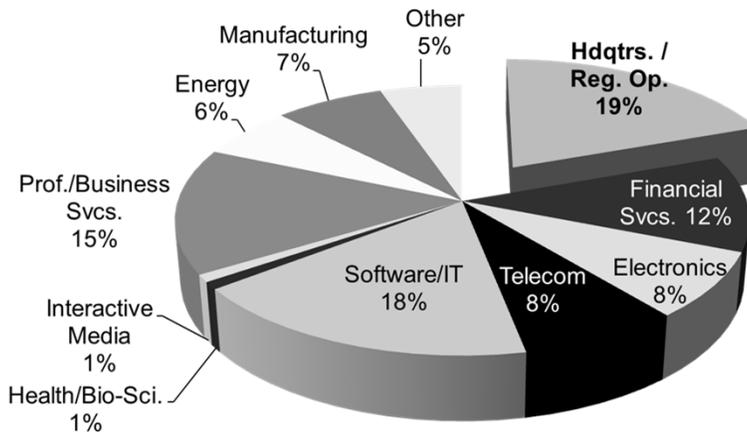
INDUSTRY CLUSTERS BY EMPLOYMENT

- Plano's largest industry cluster is Professional Services and is projected to expand about 4% per year over the next ten years.



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RELOCATION/EXPANSION 10/06 – YTD



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



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 – ranked by SF

Company	Square Feet	Jobs
Toyota Motor North America	2,100,000	4,100+
Renaissance Hotel	270,000	150
FedEx Office & Print Services	265,000	1,200
Heartland Payment Systems	81,000	375
Hilti North America	56,000	175
Mitel	52,800	170
Greatbatch	52,000	170
AMS-TAOS USA	50,500	80
TOTAL	2,927,300 SF	6,420

2015 ANNOUNCEMENTS

Relocations

Liberty Mutual Insurance Company

- ❖ 900,000+ SF in Legacy West
- ❖ 4,000+ Employees



Retention/Expansion

Cinemark Holdings

- ❖ 330 Employees



LARGEST PROJECTS OF 2015 (calendar year)

Projects that have relocated to Plano or announced plans to do so – ranked by SF

Company	Square Feet	Jobs
Liberty Mutual Insurance Company	900,000+	4,000
Cinemark Holdings	Existing	Retained 280 New 50
Ciber, Inc.	26,000	300
Pizza Hut	60,000	150
L-3 Mustang Technologies	Existing	96
TOTAL	986,000+ SF	4,596 New Jobs 280 Retained

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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

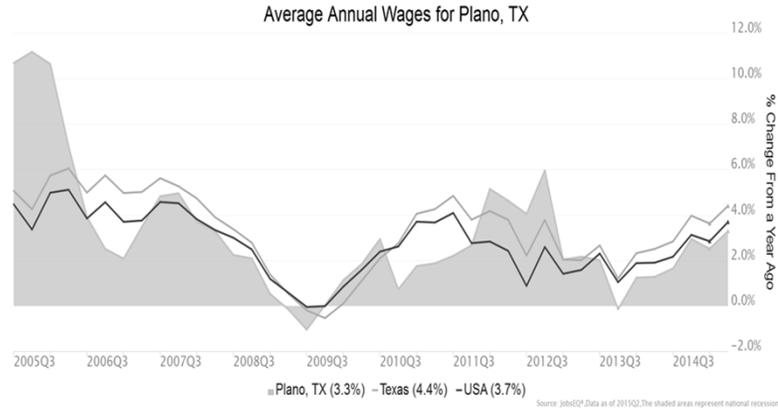
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CHAPTER 380 AGREEMENTS APPROVED YTD

# Projects	Fiscal Year	TOTAL NET JOBS	Median Annual Salary*	TOTAL IMPROVEMENTS	NET AGMT. OBLIGATION
10	FY 14/15 YTD	5,489	\$72,300	\$451,989,760	\$10,705,555
5	FY 13/14	5,459	\$89,987	\$404,500,000	\$8,921,400
11	FY 12/13	2,249	\$69,720	\$53,781,856	\$1,686,959
11	FY 11/12	3,914	\$81,313	\$159,765,000	\$9,527,366
18	FY 10/11	2,395	\$74,416	\$247,078,000	\$2,056,073
16	FY 09/10	2,808	\$81,473	\$73,462,700	\$5,020,638
21	FY 08/09	3,169	\$65,899	\$139,528,000	\$2,834,900
14	FY 07/08	669	\$73,985	\$55,024,350	\$2,785,074
7	FY 06/07	1,703	\$77,553	\$76,572,000	\$1,560,404
113	PROGRAM APPROVED TOTAL FY 06/07 - YTD	27,855	\$77,582	\$1,661,701,666	\$45,098,369

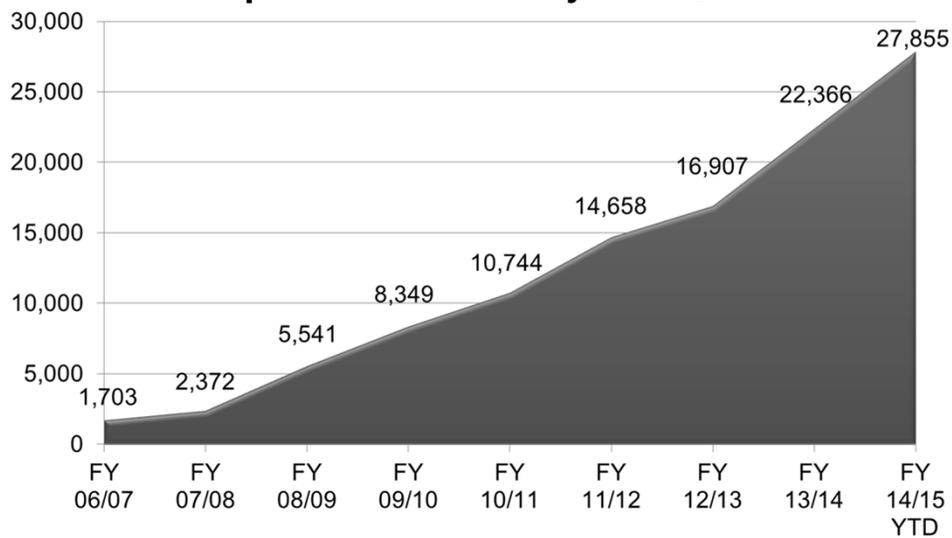
WAGE TRENDS

- The average worker in the Plano, TX earned annual wages of \$60,809 as of 2015Q2
 - For comparison, annual average wages were \$52,408 in the nation
 - Average annual wages increased 3.3% during the preceding four quarters



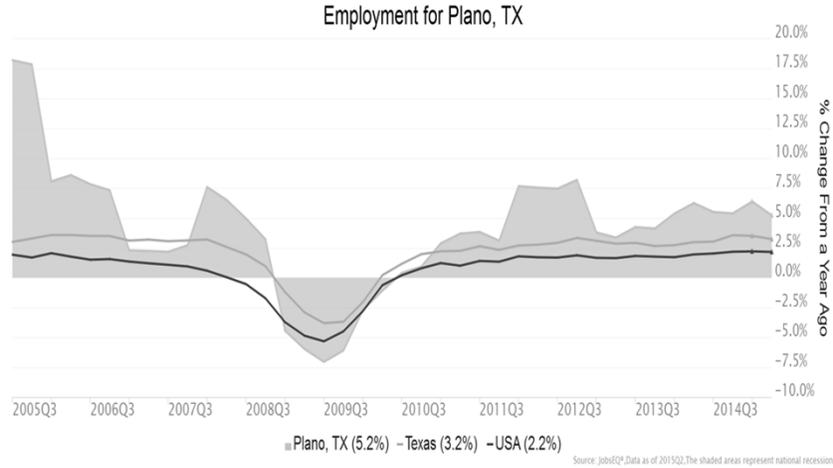
CUMULATIVE NET NEW JOBS- YTD

Chapter 380 Grant Projects (August 2015)



EMPLOYMENT TRENDS

- As of 2015Q2, total employment was 180,269
(based on a four-quarter moving average)
- Over the year ending 2015Q2, employment increased 5.2%
 - civilian labor force of 146,902 with a participation rate of 71.4%



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LOCATION SUMMARY

Project Location	# of Approved Projects	Percentage of Projects
Legacy	46	41%
Granite Park	9	8%
North Dallas Tollway	9	8%
Hwy 190 Corridor	3	3%
Intl. Bus. Park	6	5%
Southeast Plano	10	9%
RT District	20	18%
Other	10	9%
TOTAL	113	100%

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OTHER INCENTIVE STATISTICS

Category	Total Number
“Small Business” Incentive Agreements (less than 100 employees)	45
Attraction	65
Retention/Expansion	48

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CHALLENGES

- ❖ **Maintaining Plano’s reputation as a “major business center”**
- ❖ **Business investment with an uncertain national 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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CONTACT US

Economic Development
5601 Granite Parkway, Suite 310
Plano, TX 75024

972-208-8300

Connect With Us On....

			
<small>Search for Plano Economic Development</small>		<small>Search for Plano Economic Development</small>	
			
<small>Search for PlanoTXEconDev</small>		<small>Search for Plano Smart Place</small>	

2015 - Discussion/Action Items for Future Council Agendas

September 30

- Joint Council and Planning & Zoning Commission Meeting, Sockwell Center, 6:00 p.m.

October 9 – HOA President’s Breakfast –7:30 am

October 12

- Policy & Government Relations Departmental Report

October 24-27 - IACP Conference – Chicago, IL

October 26

- Comprehensive Monthly Financial Report – September 2015
- Finance Departmental Report
- DART Report

October 30 – Council Retreat (evening)

October 31 – Council Retreat

November 4-7 – National League of Cities, Nashville, TN

November 5 – Town Hall Meeting – Municipal Center – 7-8 pm

November 9

November 23

November 26-27 – Thanksgiving Holidays

December 14

December 22 (Tuesday)

December 24-25 – Christmas/Winter Holiday