

McKinney Economic Development Corporation

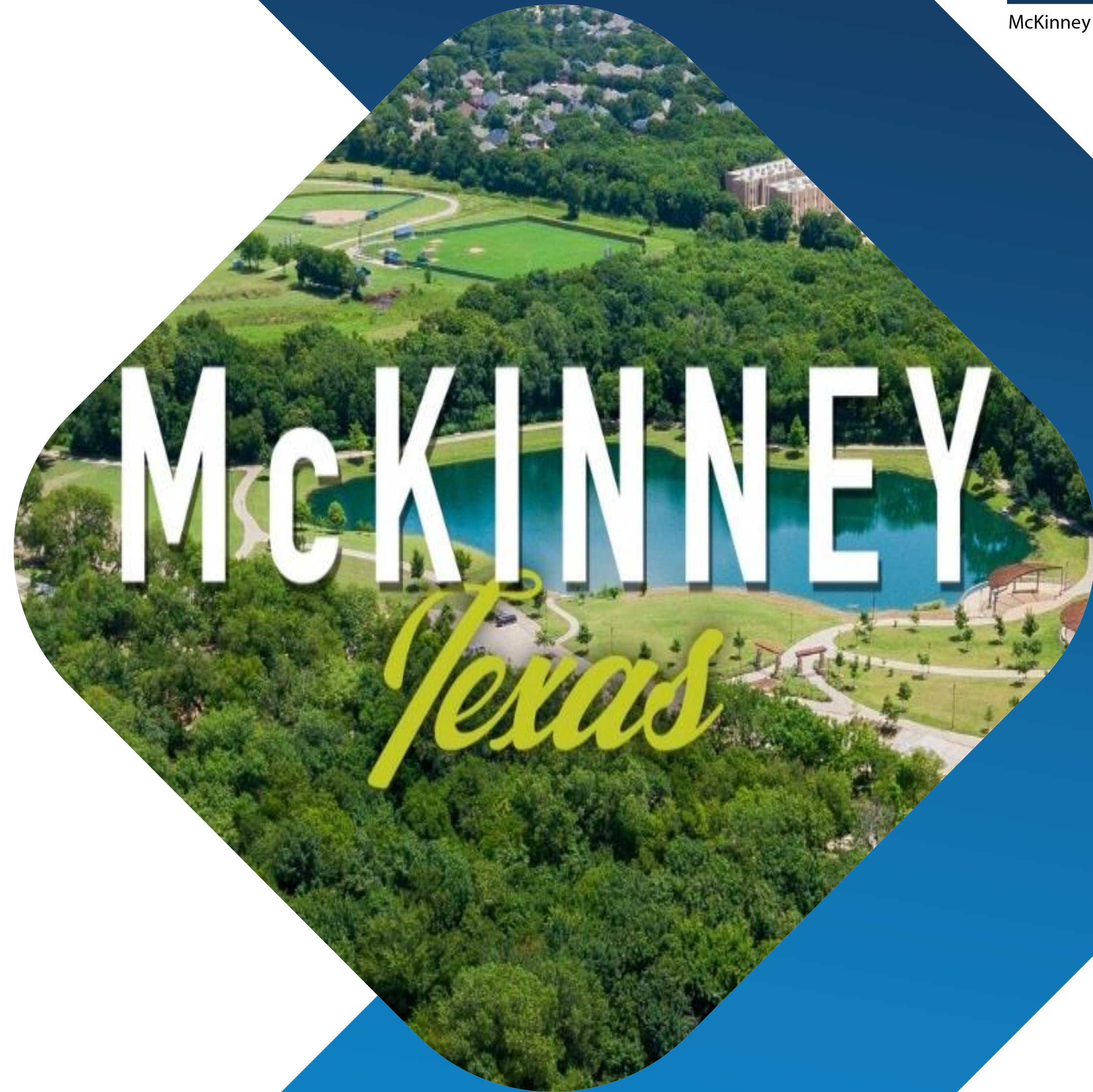
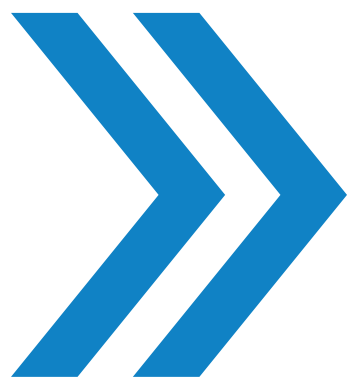
Innovation Fund

www.uniquemckinney.com

WHO WE ARE

Creation of the Innovation Fund

McKinney Economic Development Corporation's Innovation Fund was created with startups like yours in mind. The mission is to spur and accelerate the growth of innovation-focused companies at various levels of revenue and funding stages during the startup lifecycle. It's designed to grow with the company as it scales, supplementing growth during the timeliest need in the startup lifecycle.



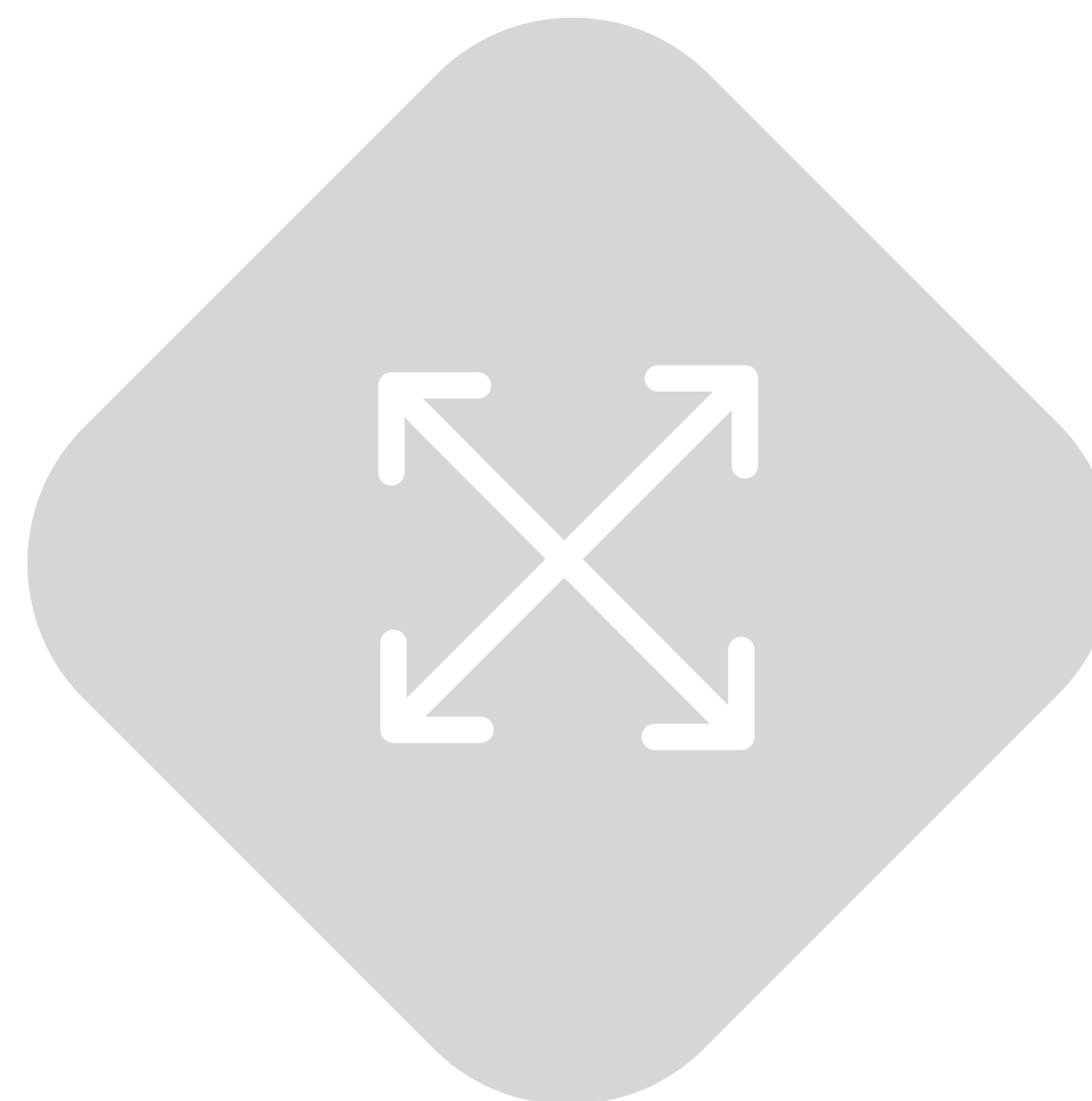
Innovation Fund



Growth

Non-Dilutive Capital for Early-Stage Tech

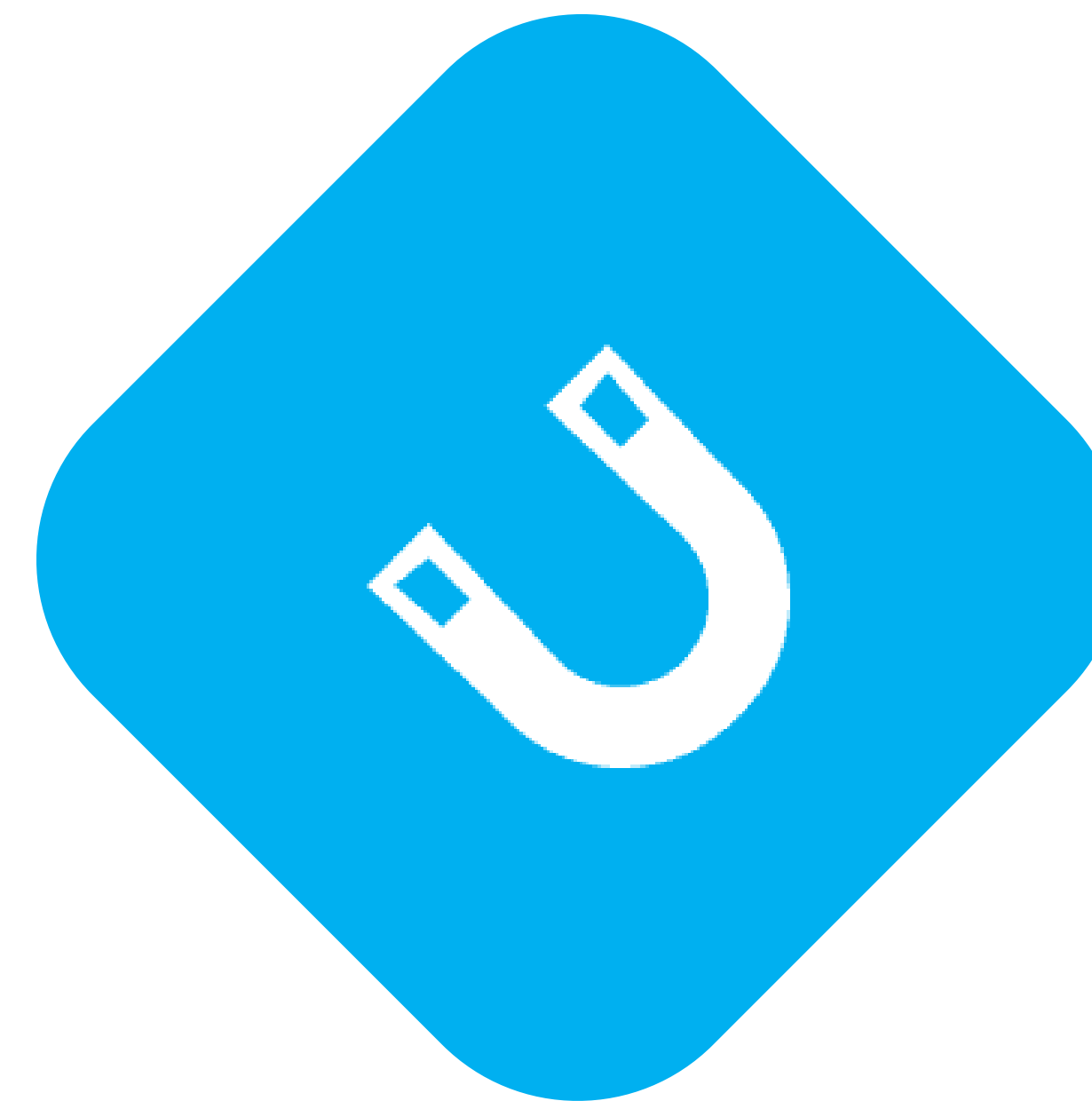
50% Upfront



Expansion

Graduation from Growth Fund

Performance-Based



Recruitment

Later-Stage Tech Startups

Performance-Based

Growth

What startups often need most – We put our money where our mouth is

Economic Development Corporations do not provide grants to early-stage companies. At McKinney, we do. The Growth Fund is a \$50,000 grant, no equity taken, to ignite the growth of our portfolio companies. The grant is dispersed over a 3-year period where you will retain your headquarters in the City of McKinney. Upon completion of the Growth Fund, you may be eligible to graduate to the Expansion program.



\$50,000 Grant

No equity taken from the startup



3-Year Headquarters

Startup to physically HQ in McKinney for 3 years



ROI = Jobs Created

We win when your business grows and hires local!



Growth Eligibility



Establish HQ for 3 Years

Innovation Fund portfolio startups are required to locate and retain their headquarters in McKinney



Target Sector: Tech

The grant fund was created to help tech startups with their early development. This includes SaaS, FinTech, MedTech, & Sustainability Tech.



Employees & Funding

Startups must have at least two employees to be eligible for the growth fund & must have raised more than \$50,000 in initial funding.

Expansion

Expand your business in McKinney!

Companies who have been in McKinney for at least one year can receive up to \$500,000 in incentives to expand their business and keep operations in our city. The Innovation Fund was designed to support a technology startup from prototype to scale and market capture, therefore we remain competitive in keeping your fast-growing business in McKinney.



Up to \$500,000

Performance-based on local employees and avg. compensation



3-Year Headquarters

Retain physical HQ in McKinney for 3 years



Expansion Eligibility



Retain HQ

For target-sector companies whose HQ have been in McKinney for 12+ months



Employee Growth

Minimum of 10 employees and greater than 10 new employees



\$500k ARR or \$1M

Raised

Startups with at least \$500,000 annual recurring revenue, or who have raised at least \$1,000,000

Recruitment

Support for early and later-stage startups

The McKinney EDC's Innovation Fund for Recruitment is to attract technology companies with no current operations in McKinney, incentivizing the business to locate its HQ to McKinney. The Innovation Fund supports all stages of entrepreneurialism, from pre-revenue to maturity, through the structure of its incentive system. Again, we never take equity from the companies because our return on investment is the jobs our portfolio founders create through growth!



Up to \$500,000

Performance-based on local employees and avg. compensation



For Later-Stage Tech

The Recruitment incentives are designed to attract growth-stage startups





McKinney Economic Development Corporation

Recruitment Eligibility



Establish HQ for 3 Years

Innovation Fund portfolio startups are required to locate and retain their headquarters in McKinney



Employees 15-50

The minimum required number of employees is 15, not to exceed 50 employees. Virtual employees are not included



\$500k ARR or \$1m+ Raised

Startups with at least \$500,000 annual recurring revenue, or who have raised at least \$1,000,000 are eligible for Recruitment incentives

INNOVATION FUND AWARDS

890

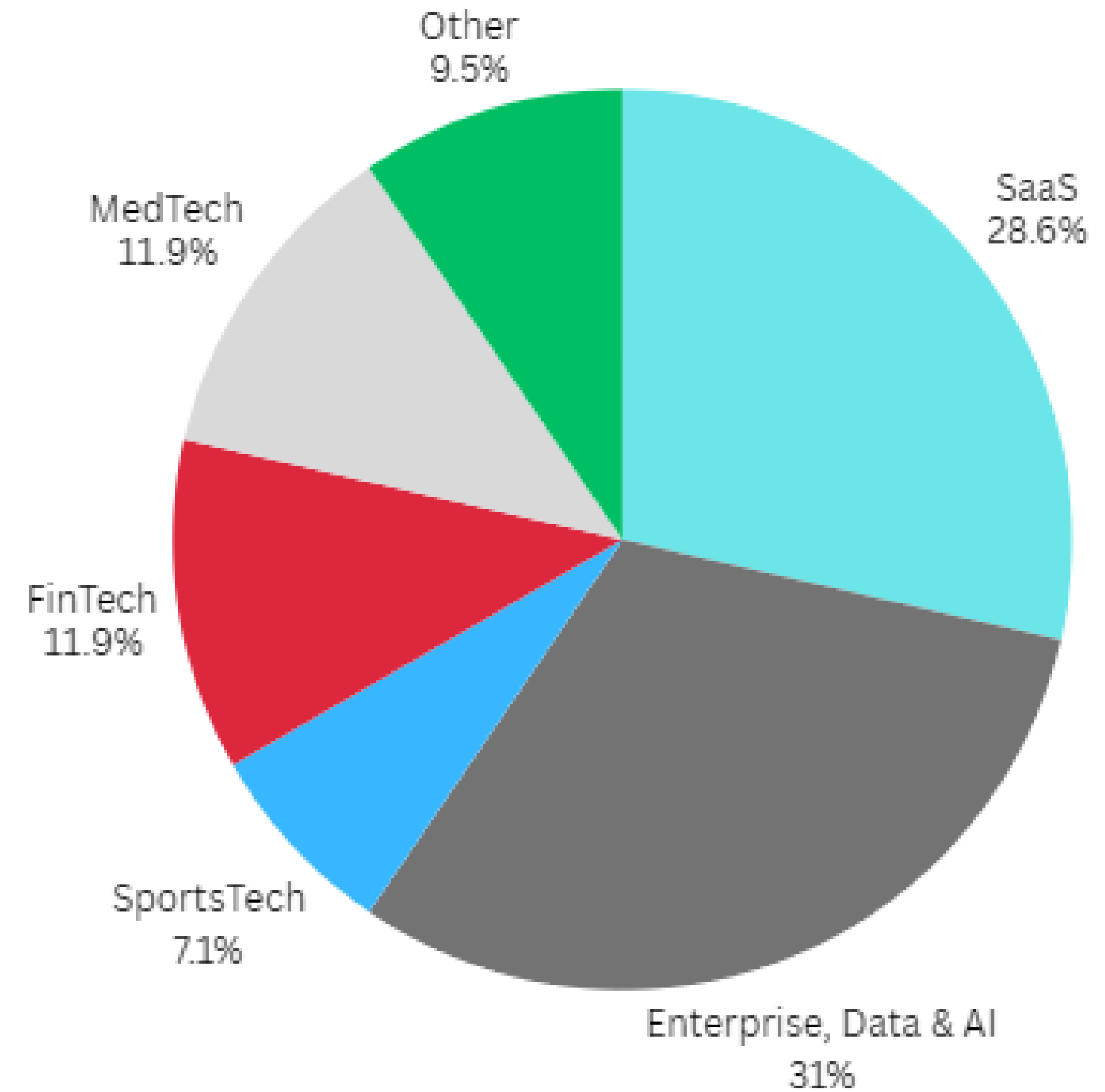
Projected new jobs

\$80,489

Projected avg. salary or ownership value

45

Companies
Awarded since
Jan. 2020



PORTFOLIO SUPPORT



Tech & Trucks

MEDC hosts quarterly Tech & Trucks events, physically connecting entrepreneurs with investors, potential advisors & mentors, and VCs



Tech Talks

Exclusively for Innovation Fund portfolio companies, the MEDC hosts monthly discussions bringing founders together and discuss shared problems and solutions



McKinney Chamber

Portfolio companies receive Level 2 McKinney Chamber membership year 1 reimbursement, a value of \$825



Continued Support

- Introductions to Capital Partners
- Introductions to Potential Clients
- Supplemental Marketing
- Pilot Opportunities within City Departments

... to name a few

Supporting the Community



Dallas Startup Week

Sponsor of DSW, the annual gathering of DFW's founders, investors, community partners, and ecosystem members



Venture Dallas

Continued sponsor of Venture Dallas, a large conference combining innovators, business luminaries, and investors from around the nation



Collision

The MEDC is a sponsor of the Collision Conference, gathering 30,000+ vetted startups, investors, corporate representatives for 3 days in Toronto, Canada

Innovation Fund Partners



PLUGANDPLAY

BHIAN^T

BIOTECHNOLOGY & HEALTHCARE INDUSTRY ALLIANCE OF NORTH TEXAS



BIONTX
TECHIFW



Why McKinney?



Top City to do Business

McKinney is the 18th top city encouraging business growth in 2023

Source: <https://www.swyftfilings.com/studies/entrepreneurship-hotspots-united-states/>



#2 Safest City

Using data from 200 of the largest cities in the country, McKinney is one of the safest cities in the nation

Source: <https://www.mckinneytexas.org/CivicAlerts.aspx?AID=4193#:~:text=SmartAsset%20Ranks%20McKinney%2C%20Texas%20%232,a%20priority%20%2D%20we%20appreciate%20you!>



Raise a Family

McKinney was ranked #4 for Best Places to Raise a Family in America, highlighting the economy, safety, income, and more of our city

Source: <https://www.allied.com/moving-resources/tips/best-places-to-raise-a-family-in-america>

Why Dallas/Fort Worth?



Capital

McKinney and the DFW area hosts 20+ prominent VC firms and 15+ PE firms
The MEDC has fosters relationships with these firms to open access to its founders



Talent

20+ Universities & Colleges
380,000 Higher-Ed Students
The MEDC works closely with higher ed and ISDs to shape an in-demand workforce



Corporations

The DFW metroplex hosts 49 diverse Fortune 1000 headquarters, including Raytheon, Globe Life, and Encore Wire in McKinney.
This is the 3rd highest concentration in the U.S.

Workforce Development Case Study

126 academic programs

11 physical campuses and iCollin, an online campus

56,000+ credit and continuing education students annually



Awarded a \$3.75 million National Science Foundation grant to support the national project "Information Technology Skill Standards, 2020 and Beyond." This four-year grant will address the critical need for IT workers and provide up-to-date, future-facing skills standards.



Raytheon Intelligence & Space launched a new Registered Apprenticeship program in partnership with the U.S. Department of Labor and Collin College to allow enrolled students to earn industry credentials, on-the-job work experience, and mentorship.

STATE OF TEXAS

Texas Enterprise Fund



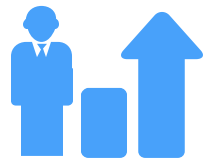
The largest “deal-closing” fund of its kind in the nation. It is used as a performance-based financial incentive tool for projects that offer significant projected job creation and capital investment and where a single Texas site is competing with another viable out-of-state option.



Enterprise Zone Program

The Texas Enterprise Zone Program is an economic development tool to promote job creation and significant private investment that will assist economically distressed areas of the state.

Skills Development Fund

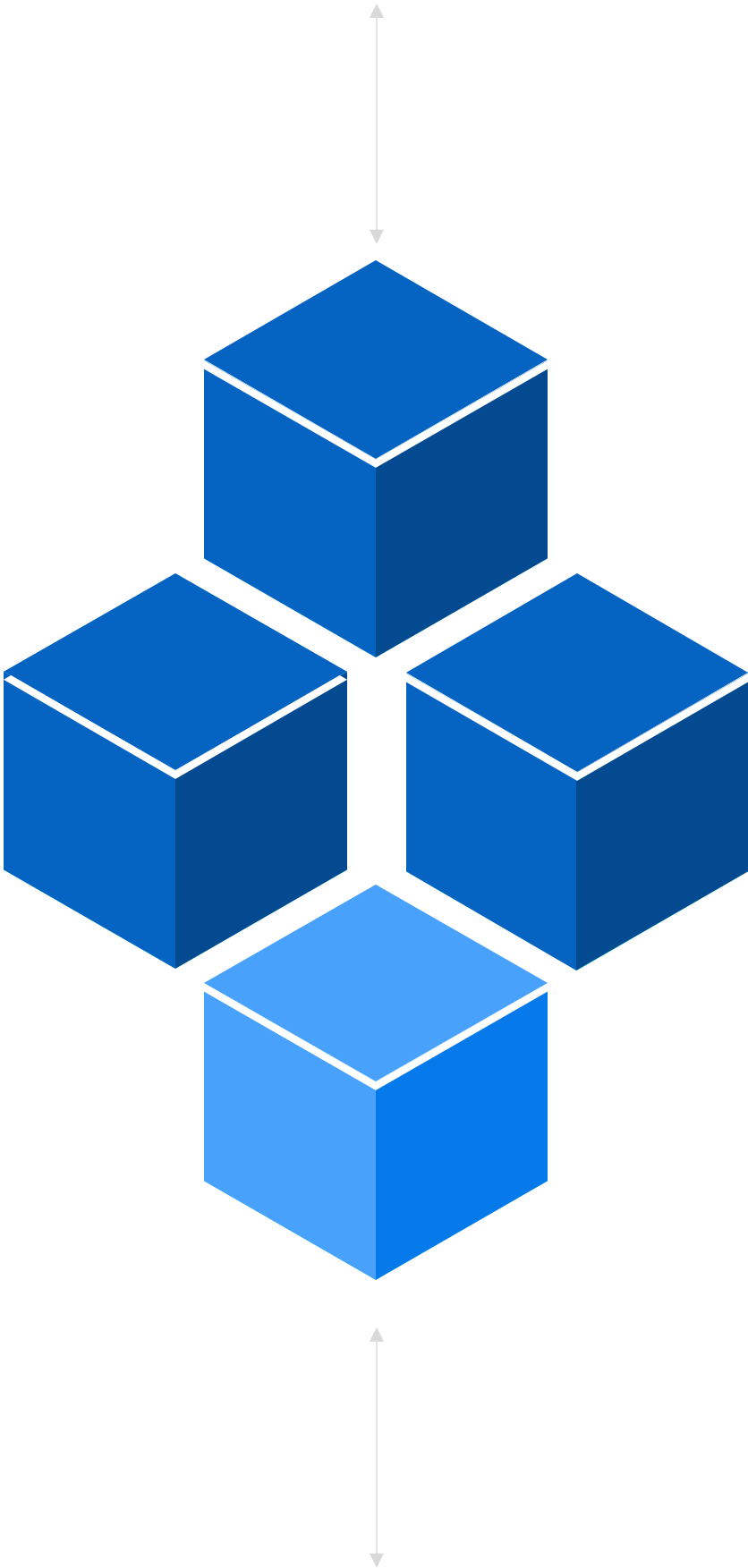


The Skills Development Fund is an innovative program created to assist Texas public community and technical colleges finance customized job training for their local businesses. Grants are provided to help companies and labor unions form partnerships with local community colleges and technical schools to provide custom job training. The average training cost is \$1,800 per trainee; however, the benefit may vary depending on the proposal.



Product Development & Small Business Incubator

Long-term, asset-backed loans are offered to product development companies and small business incubators/accelerators located in Texas. The loans finance the development and production of new or improved products or the stimulations of new or existing small businesses in Texas. The program targets those businesses which may be unable to obtain full financing or financing on workable terms in traditional capital markets.





UNIQUE MCKINNEY

**THANK
YOU**

APPLY NOW

www.uniquemckinney.com