

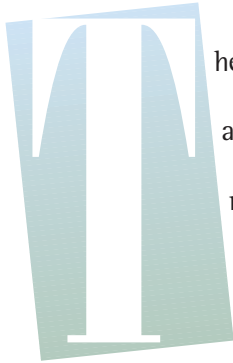


# PLANO

p r o g r e s s r e p o r t

# 2005





The Plano Economic Development Board (PEDB) continued to make progress in attracting and retaining corporations in 2005. Plano was privileged to have several new companies make Plano their home.

This 2005 Progress Report details information on 25 exciting projects. In this report, you'll find information on nine Reinvestment Zones established in 2005. These projects represent a combined capital investment of \$86 million and over 3,100 jobs.

In addition to detailing information on announcements and retention projects, the 2005 Progress Report also provides an update on six significant new office developments and the leasing activity at some of Plano's vibrant retail centers.

After you look over this report, I know you will see why Plano continues to be one of the best places in the nation to relocate or expand your business. We look forward to working with you. Please give us a call at 972-985-3700.



Sincerely,

Stephen Scott

2006 Chairman

Plano Economic Development Board

**Software Spectrum**, one of the world's leading single-source providers of business-to-business IT solutions and services, relocated to Plano into 72,400 square feet at 3480 Lotus Drive. They help companies control their IT spending by easing the burden of selecting, purchasing and managing software for their enterprise. Software Spectrum recently celebrated 25 years as a leader in their industry, growing from a small software retailer to a global leader. With sales and operation centers in North America, Latin America, Europe and the Asia-Pacific region, Software Spectrum received recognition as the world's largest Microsoft reseller. They are listed in *Business Week's* Info Tech 200, ranked in *VARBusiness's* 500 Largest Solution providers in North America, and were recognized as an *InformationWeek* Innovation 100 company. Software Spectrum has 5,600 customers in over 170 countries, team members of 1,100 worldwide, and employs 450 at their Plano corporate headquarters. [www.softwarespectrum.com](http://www.softwarespectrum.com)

**Underwriters Laboratories, Inc. (UL)**, an independent not-for-profit product safety certification organization that has been testing products since 1894, relocated to Plano into a 16,160-square-foot state-of-the-art testing facility located at 2805 E. Plano Parkway. They are dedicated to energy efficiency testing of heat pumps, air conditioning equipment, and electrically operated vapor compression refrigeration systems. The new energy efficiency test lab will help HVAC/R manufacturers in their efforts to develop more energy-efficient heating and cooling equipment. Underwriters Laboratories tests more than 19,100 types of products annually, and more than 20 billion UL marks appear on products each year. Worldwide, UL's family of companies and its network of service providers include 62 laboratory, testing and certification facilities. The \$2 million project will employ 10 initially and eventually double in size. [www.ul.com](http://www.ul.com)



**Software Spectrum**



**Underwriters Laboratories, Inc.**

**Cramer Systems**, a 10-year-old, London-based maker of telecommunications software, has relocated their U.S. headquarters from Washington, D.C. into 6,400 square feet at 6900 N. Dallas Parkway with an option for an additional 1,200 square feet for future expansion. The Plano location houses sales, customer service, engineering, human resources, marketing, accounting, training and information technology. Officials say they moved to the Metroplex because of its large telecommunications presence and proximity to Latin America. Locally, Cramer Systems employs 30 people and plans to expand to 50 by the end of 2006. They employ 250 worldwide.

[www.cramer.com](http://www.cramer.com)

**Force Electronics**, one of the largest privately held electronics distributors in North America, relocated their regional office in June 2005 into 40,000 square feet at 3100 Summit Avenue in the Research/Technology Crossroads. The company offers a wide variety of services and programs to help streamline purchasing and supply chain functions between manufacturers making products and industrial OEM customers who use these interconnects. Force Electronics has warehouses located throughout the United States, Mexico and Canada and employs 450 nationwide while planning a global expansion into Asia and Europe. Their Plano office employs 42 people. [www.force-elec.com](http://www.force-elec.com)

**Furniture Marketing Group (FMG)**, a full-service office interiors company established in 1981, relocated their office to Plano into 12,800 square feet at 6200 Tennyson Parkway in Legacy business park. FMG's strategy for bringing added value to clients has been to create additional services to meet all furniture and service needs. They handle furniture leasing and rental, space planning, constructive solutions, delivery and installation. Furniture Marketing Group employs 74 associates. [www.fmgj.com](http://www.fmgj.com)

**Legacy Consulting Services**, a leading healthcare information technology services firm, relocated their corporate office to Plano into 11,320 square feet at 4965 Preston Park Boulevard. Founded in 1996, the company has grown into a nationwide healthcare technology integration and services firm with clients throughout the country. Legacy Consulting began as an employee-recruiting firm that specialized in finding professionals with programming and integration skills to implement and configure managed-care information systems. In 1998, the company transformed into providing consulting and integration services for managed-care organizations. They employ 40 people and plan to continue growing in 2006. [www.legacyconsulting.net](http://www.legacyconsulting.net)

**McDowell & Company** relocated their corporate office to Plano into 12,100 square feet at 1085 Ohio Drive. Established in 1971, McDowell & Company provides manufacturing and sealing solutions to many respected companies in the aerospace, automotive and marine, aviation, bio-technologies, electronics, food service and production, oil and gas, and the medical industries. Recently, Texas Instruments awarded the Supplier Excellence Award to McDowell & Company. They have offices in Arizona and California and employ 30 people nationwide including 19 in Plano. [www.mcd-co.com](http://www.mcd-co.com)

**Nexa Technologies**, founded in 1999 and based in Irvine, California, relocated their customer service and support office into 17,700 square feet at 800 Klein Road in the Plano Tech Park. Nexa Technologies is a provider of online and direct access trading solutions. They have over 100,000 active retail and professional users throughout North America and Europe and manage up to 200,000 transactions per day. They have 43 employees and plan to increase by 50 percent next year. [www.nexatech.com](http://www.nexatech.com)

**Texatronics, Inc.** announced plans to relocate their operations to Plano into 50,000 square feet at 1601 Summit Avenue adjacent to the Research/Technology Crossroads. They are an award-winning, privately owned Electronics Contract Manufacturing Services (EMS) provider offering high quality, cost effective solutions. Texatronics offers complete turnkey manufacturing services to tele/data communication, networking, semiconductor, medical, high-tech consumer electronics and industrial control customers. In 2001, they were number 46 on the Dallas100 list of the area's fastest-growing private businesses. Texatronics will bring 150 employees to Plano when they relocate in mid 2006 and plan to hire 125 additional people in the next two years. [www.texatronics.com](http://www.texatronics.com)

**Countrywide Financial Corporation**, the Calabasas, California-based mortgage lender, announced plans to expand in Plano at 1000 Coit Road. They purchased a 420,000-square-foot office facility and plan to fill it with 1,500 new employees. The complex includes 180,000 square feet of office space, a 162,000-square-foot data center and 52,000 square feet of lab space as well as a warehouse and full-service cafeteria. Their total improvements will be \$54 million. Founded in 1969, Countrywide Financial Corporation is a leading provider of consumer and business-to-business financial services. They have approximately 6,000 employees in Legacy business park and are one of Plano's top employers. The Coit Road property is one of the largest building sales the market has seen in a number of years. [www.countrywide.com](http://www.countrywide.com)

**Rent-A-Center, Inc.** announced plans to build a 170,000-square-foot corporate campus in the Legacy business park near the northeast corner of Headquarters Drive and Parkwood Boulevard. The Plano-based corporation is the nation's largest in the rent-to-own industry. They provide name-brand furniture, electronics, appliances and computers through flexible rental purchase agreements. Rent-A-Center's corporate headquarters is currently located at 5700 Tennyson Parkway in Legacy business park. They were founded in 1986 and operate 2,880 stores in the United States, Canada and Puerto Rico. Rent-A-Center employs 17,000 people including 400 in Plano. Their total project improvements will be approximately \$17.5 million. [www.rentacenter.com](http://www.rentacenter.com)

**Capital One Auto Finance**, the auto finance unit of Capital One Financial Corporation headquartered in McLean, Virginia, announced their plans to relocate 200 jobs to Plano from California into their 3901 Dallas Parkway campus. The company offers its financing products and services by Internet, direct mail and national auto dealerships. They employ 1,800 in Plano. [www.capitaloneautofinance.com](http://www.capitaloneautofinance.com)

**Children's Medical Center in Legacy** began construction on their \$102 million, 72-bed urgent-emergency care center in Plano on 68.7 acres located at the southwest corner of Preston and Hedgcoxe Roads. When Children's Medical Center opens in 2008, they will offer four operating rooms, a laboratory and radiology services at Plano's only academic healthcare center solely dedicated to serving children from birth to age 18. [www.childrens.com](http://www.childrens.com)



**Countrywide Financial Corporation, Inc.**



From left, Steven Scott, PEDB Chairman; Plano Mayor Pat Evans; Mark E. Speese, Chairman and CEO, Rent-A-Center; Jim Lob, Trammell Crow and Tobin Grove, Koll Development Co.



**Rent-A-Center, Inc.**



**Ericsson** announced plans to open a new research center at its North American headquarters at 6300 Legacy Drive in Legacy business park. The center will bring approximately 370 new jobs to Plano that will be filled over the next 18 months. Ericsson will partner with Cingular Wireless to create new features for wireless handsets at the facility and focus on hardware and software for traditional telecommunication services. Ericsson employs approximately 1,000 in Plano and 50,000 worldwide. [www.ericsson.com](http://www.ericsson.com)

**Estech Systems, Inc. (ESI)**, a privately held, Plano-based designer and manufacturer of telephone systems and components for businesses, has expanded their facility at 3701 E. Plano Parkway in the Research/Technology Crossroads by 16,000 square feet for a total of 62,000 square feet. Their award-winning product lines include IVX All-In-One Digital Phone systems and IP E-Class, full-featured IP PBX systems that are cost-effective for smaller enterprises. ESI's business phone systems are sold through hundreds of factory-trained certified resellers. They employ 150 associates in Plano. [www.esi-estech.com](http://www.esi-estech.com)

**Fidelity Integrated Financial Solutions (Fidelity IFS)** purchased Aurum Technology and occupies their existing 43,400 square feet at 2701 W. Plano Parkway. They provide information-based technology products and services to community banks, credit unions and savings institutions throughout the United States. Fidelity IFS has 125 employees in Plano. They are a division of Fidelity National Information Services and number 261 on the *Fortune* 500 list. [www.fidelityifs.com](http://www.fidelityifs.com)

**Guaranty Insurance Services**, founded in 1957, has grown to become one of the largest independent agencies in Texas specializing in commercial and personal insurance products. They announced the acquisition of the McCall Agency and their intention to consolidate their Dallas office with their Plano location. In early 2005, Guaranty Insurance Services moved into their 12,000-square-foot office at 2301 W. Plano Parkway in the Plano Corporate Center. They have a staff of 45 people. [www.insurance.guarantygroup.com](http://www.insurance.guarantygroup.com)

**THE HEART HOSPITAL Baylor Plano** began construction on a 68-bed cardiovascular care center at 1100 Allied Drive near the Baylor Regional Medical Center at Plano. THE HEART HOSPITAL Baylor Plano is a partnership between Baylor Health Care System and 86 North Texas cardiovascular doctors. The \$106 million, 180,000-square-foot facility is scheduled to open in January 2007 and will employ between 450 and 500 clinicians and support staff. [www.baylorhealth.com/locations/planohearthospital](http://www.baylorhealth.com/locations/planohearthospital)

**Nationwide Rigging & Crating, Inc.**, a full-service packaging, crating, storage and delivery company specializing in custom packaging of sensitive electronic equipment and heavy machinery for shipment worldwide, constructed their 41,750-square-foot corporate headquarters at 1100 Placid Avenue in east Plano. The company has been in business since October 2000. They employ 45 people in Plano. [www.nwcrating.com](http://www.nwcrating.com)



**Perot Systems Corporation**, a *Fortune* 1000 firm providing information-technology services and business solutions that enable clients to accelerate growth and streamline operations, expanded their corporate headquarters by 23,400 square feet of data center floor. Perot Systems, located at 2300 W. Plano Parkway, reported 2005 revenue of \$2 billion. In October 2005, Perot Systems announced that they had been ranked first among technology companies in the 2005 *InformationWeek* 500 corporate rankings of most innovative users of information technology. They also made *Forbes* magazine's "Platinum 400 Best Big Companies" list. Founded in 1988, Perot Systems now employs 17,000 associates located in North America, Europe and Asia. They employ 2,800 in their Plano headquarters. [www.perotsystems.com](http://www.perotsystems.com)

**PFSWeb**, a provider of integrated business infrastructure solutions and fulfillment services for *Fortune* 1000 companies, announced merger plans with a leading online discount retailer, eCOST.com, Inc., and their intentions to expand their headquarters to 73,500 square feet at 500 North Central Expressway. Their Plano operation includes their largest call center capable of managing over 25,000 inbound customer contacts each day, and houses the senior management team and design experts. PFSWeb plans to add 150 employees as a result of the merger. They currently employ 350 in Plano. [www.pfsweb.com](http://www.pfsweb.com)

**North Texas Tollway Authority (NTTA)** purchased the Gleneagles Office Complex in Plano. NTTA already occupies about 50,000 square feet in the 163,000-square-foot building complex which consists of two buildings that are about 82,000 square feet each. NTTA spent more than a year evaluating its options for expansion. The NTTA is authorized by the State to build and repair turnpikes in North Texas through the issuance of turnpike revenue bonds, to collect tolls, and maintain and pay debt service on those projects. [www.ntta.org](http://www.ntta.org)

**Precision Communication Services, Inc. (PCS)**, a privately held telecommunications company headquartered in Tampa, Florida, announced their plans to expand from 50,000 square feet to 143,800 square feet near the Research/Technology Crossroads. In January 2006, they relocated their 50 employees to 901 Jupiter Road with an expected growth to 150 employees within one year. Since 1971, PCS has provided repair, refurbishment, resale, logistics and surplus inventory management to telephone companies, original equipment manufacturers and other end-users across North America. PCS is recognized as a leading one-stop repair company with the capability to repair 18,000 different products from over 95 original equipment manufacturers.

[www.precisioncommunications.com](http://www.precisioncommunications.com)

**Tekelec** is a leading developer of now and next-generation signaling and switching telecommunications solutions, business intelligence tools and value-added applications. Tekelec expanded its Software Development division at 3605 E. Plano Parkway and added 87,200 square feet. Their innovative solutions are widely deployed in traditional and next-generation wireline and wireless networks and contact centers worldwide. Tekelec is headquartered in Morrisville, North Carolina and has research and development facilities and sales offices throughout the world. Tekelec's 2004 revenue was over \$397 million and their worldwide employment totals 1,500 including 450 people in Plano. [www.tekelec.com](http://www.tekelec.com)

**Texas Advanced Optoelectronic Solutions, Inc. (TAOS)** is a Plano-based manufacturer of integrated optoelectronic products that are used to improve displays in desktops, laptops, televisions and mobile phones. TAOS expanded their corporate office from 8,000 square feet to 19,000 square feet at 1001 Klein Road in the Research/Technology Crossroads. Growing demand for their optoelectronic sensor solution products necessitated the move to the new headquarters in early 2006. TAOS began operations over seven years ago and predicts that demands generated by their future sales forecast will lead them to take an additional 5,000 square feet within the next two years. TAOS employs 40 people in Plano. [www.taosinc.com](http://www.taosinc.com)

**Collin Creek Mall**, located at 811 North Central Expressway, leased 7,531 square feet to Express, 2,600 square feet to Baker's Shoes, 1,116 square feet to Select Comfort, 878 square feet to Tuxedo Junction, 5,330 square feet to Anchor Blue and 782 square feet to Mr. Pretzels. They also leased 3,358 square feet to C & C Market Research, 2,440 square feet to Gordon's Jewelers and 1,319 square feet to Samurai Sam's. [www.collincreekmall.com](http://www.collincreekmall.com)

**Legacy Town Center**, located at Legacy Drive and the Dallas North Tollway, leased 870 square feet to Kid Kad, 1,600 square feet to Merge, 1,499 square feet to Ambrosia Vintage Vogue and 1,120 square feet to Vintage Rose. They also leased 5,000 square feet to Nicola's Italian Restaurant, 2,500 square feet to Taco Diner, 5,788 square feet to the Central Performing Arts Conservatory and 3,444 square feet to MRI Central Legacy. [www.shopsatlegacy.com](http://www.shopsatlegacy.com)

**The Shops at Granite Park**, located at the southeast corner of the Dallas North Tollway and State Highway 121 in Plano, leased to Campisi's Pizza and Zea's Wood Fire Grill for a total square footage of 10,400. [www.graniteprop.com](http://www.graniteprop.com)

**The Shops at Willow Bend**, located at Park Boulevard and the Dallas North Tollway, leased 2,466 square feet to United Colors of Benetton, 3,500 square feet to Hallmark-Gold Crown, 2,458 square feet to Babystyle, 10,007 square feet to Brooks Brothers, 939 square feet to Which Wich? Superior Sandwiches, 4,758 square feet to Famous Footwear and 1,475 square feet to Superior One Transportation. They also leased 7,411 square feet to Doug and Bruski's Bar & Grill, 1,100 square feet to Glamour Dog, 4,560 square feet to PUMA and 2,204 square feet to Baker's Shoes. [www.shopwillowbend.com](http://www.shopwillowbend.com)

**Granite Park Three**, available in the summer of 2006, is located at 5601 Granite Parkway in the Granite Park Office Complex at the Dallas North Tollway and State Highway 121. The 14-story, Class A, 375,850-square-foot office tower will be adjoining a parking structure fronted by a two-story retail center with approximately 45,300 square feet. [www.graniteprop.com](http://www.graniteprop.com)

**The Shops at Legacy North**, a 132,160-square-foot multi-tenant complex, began construction and plans to open in early 2006 at 5701 Legacy Drive in the Legacy Town Center. It will have a 158,000-square-foot parking garage. The Shops at Legacy North is located in the heart of the 150-acre Legacy Town Center which includes residential, retail and office space as well as a beautiful community park. The Town Center is the centerpiece of the 2,655-acre master-planned Legacy business park. [www.shopsatlegacy.com](http://www.shopsatlegacy.com)

**Lincoln Legacy One**, a 207,900-square-foot multi-tenant office complex, is under construction and plans to be ready for tenants by summer 2006. The new building is at 6860 Dallas Parkway, at the southeast corner of Tennyson Parkway and Dallas Parkway. Lincoln Property Company began construction in September 2005 on the first of two office buildings they are planning in Legacy business park. Adjacent to the office building, they are developing a four-level parking garage. [www.lincolnlegacy.com](http://www.lincolnlegacy.com)

**Parkwood Place I**, a 98,750-square-foot three-story building, was completed by Myers & Crow Company and is ready for occupancy at 5601 Democracy Drive in Legacy business park at the southeast corner of Parkwood and Tennyson on 6.5 acres. The new building is near the Legacy Town Center's retail, residential and commercial developments. This is the first of two office buildings planned for development. [www.myerscrow.com](http://www.myerscrow.com)

**Parkway Centre IV**, a 157,350-square-foot, multi-tenant Class A office building, began construction and plans to be ready for tenants in early 2006 at 2705 Dallas Parkway at the northwest corner of Dallas North Tollway and Park Boulevard. It will have adjacent covered tenant parking with nearby restaurants, health and sports club, daycare, dry cleaning, bank and other tenant amenities. [www.headyinvestments.com](http://www.headyinvestments.com)

**Three Legacy Town Center**, a Class A, 160,000-square-foot six-story office building under construction, represents the third phase of a three-building office complex. Three Legacy Town Center will be connected to a parking garage and will be located at 5801 Tennyson Parkway in Legacy business park. It is scheduled to open mid 2006. [www.carramerica.com](http://www.carramerica.com)



**Granite Park Three**



**The Shops at Legacy North**

# one sweet deal awards

The Plano Economic Development Board honored 28 people on October 17, 2005 in eight categories for the first **One Sweet Deal** real estate awards. From light industrial facilities in east Plano to new construction in Legacy business park, honorees closed deals in all parts of town. They are:

**Best Office Deal-Expansion:  
Capital One Services, Inc.**

Kim Brooks  
Steve Williamson  
Jack Eimer  
Transwestern Commercial Services

Kelley Kackley  
John Gates  
David Stack  
The Staubach Company



Steve Williamson and Kim Brooks



**Best Office Deal-Retention:  
North Texas Tollway Authority**

Scott Jessen  
Scott Morse  
Colliers International



Scott Jessen

**Best Office Deal-Existing Space:  
FedEx Kinko's Office and Print Services**

Allison Fannin  
Tracey Fults  
Cushman & Wakefield

Jeff Ellerman  
Larry Toon  
Lance McIlhenny  
Brad Blankenship  
The Staubach Company



Allison Fannin and Brad Blankenship



**Best Office Deal-  
New Construction:  
Southwest Corporate Federal  
Credit Union**

Jeff Ellerman  
Brad Selner  
Brad Blankenship  
The Staubach Company



Brad Blankenship and Brad Selner

**Best Retail Deal:  
Floor and Décor Outlets  
of America**

Terry Syler  
David Levinson  
The Retail Connection

Jean Russo  
Cushman & Wakefield



Terry Syler and Jean Russo



**Best Industrial/Flex Deal-  
Retention/Expansion:  
Tekelec**

John Leinbaugh  
IDI

Jeff Ellerman  
John Gates  
The Staubach Company



John Leinbaugh

**Best Industrial/Flex Deal-  
Existing Space:  
Creation Technologies, Inc.**

Wayne Swearingen  
Jack Griffin  
Barclay Commercial Group, Inc.



Wayne Swearingen and Jack Griffin



**Best Industrial/Flex Deal-  
New Construction:  
McDowell Label & Screen Printing**

Mike McCartan  
Jeff White  
Mark V Commercial Realty

Mark Klein  
RE/MAX Premier



Jeff White





**The 2005 Corporate Citizen of the Year**

EDS, the 2005 winner of the Corporate Citizen of the Year award, is a leading global technology services company delivering business solutions to its clients. Over the last 42 years, EDS has evolved from a \$1,000 investment into a \$20+ billion technology services industry leader. They were the first company to develop a method for using ATMs to transfer and deliver cash, and the innovator for a device that automatically sorts airline tickets providing them with a leadership position in the airline-travel, agent ticket-clearing market during the 1980s. EDS' top community priorities are education and their employees donate thousands of hours every year to various global nonprofit organizations and neighborhood schools. Today, EDS delivers a broad portfolio of information technology and business process outsourcing services to clients in the manufacturing, financial services, government, healthcare, communications, energy,



Larry May, 2005 PEDB Chairman (center) with Frank Boyer, Vice President & Chief Supply Officer for EDS (far right) and Jeff Wehness, President for VuCOMP, Inc. (far left).

transportation, consumer and retail industries. They relocated their first data center to Plano in 1985 and completed their first office building in 1986. Their employees in Plano total over 6,700. [www.eds.com](http://www.eds.com)

**The 2005 Technology Gazelle of the Year**

VuCOMP, Inc., the 2005 winner of the Technology Gazelle award, is a privately held corporation founded in 2001 by an engineering team from Texas Instruments Defense Systems. They specialize in medical Computer-Aided Detection (CAD) used in the detection of early stage disease. VuCOMP, Inc. is dedicated to saving lives by creating an unprecedented level of detection technology to assist medical professionals. Their corporate office is located in Legacy business park at 6509 Windcrest Drive in the Lincoln Properties' R&D Legacy Center where they house 15 employees. [www.vucomp.com](http://www.vucomp.com)

**The Mission of the Plano Economic Development Board (PEDB) is to:**

- Identify and recruit businesses which contribute to Plano's economic well-being by broadening and diversifying the tax base and creating quality employment opportunities, while maintaining the high quality of life.
- Provide for a vibrant economy through a pro-active business retention and expansion program that encourages Plano companies to grow and expand their presence in Plano.
- Encourage the local economy through a business redevelopment program that focuses on stimulating new investments in targeted geographic areas.
- Promote a pro-business environment in Plano, in coordination with the City of Plano, Plano Independent School District, Collin County Community College District, Collin County, Plano Chamber of Commerce and other interested parties, through the development of policies and resources that create sustainable competitive advantages.

**For additional information, please contact:**

Sally Bane  
Executive Director  
Plano Economic Development Board  
972-985-3700  
[www.planotexas.org](http://www.planotexas.org)