

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

SEPTEMBER 15, 2015

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on September 15, 2015 at 8:00 a.m.

Board members present: Chairman Darrell Tate, Vice Chairman Lance Lindsay, Secretary/Treasurer Robbie Clark, Julie Fort, and Randy Page.

Staff present: Interim President Abby Liu, Marketing Director Cayti Stein, Director of Business Development Chad Walker, Corporation Attorney Mark Houser, City Secretary Sandy Hart, Interim City Manager Tom Muehlenbeck, Mayor Pro Tem Travis Ussery, Council member Randy Pogue, Interim Assistant to the City Manager Chandler Merritt, Chief Finance Officer Rodney Rhoades, and Senior Financial Analyst Trevor Minyard.

There were six guests present.

Chairman Tate called for action on the Consent Agenda. Board member Fort mentioned that there were two typographical errors in the September 1, 2015 Special Meeting minutes. Board members unanimously approved the motion by Vice Chairman Lindsay, seconded by Board member Page, to approve the following consent items and with the two typographical corrections to the September 1, 2015 Special Meeting minutes.

- 15-888** Minutes of the McKinney Economic Development Corporation Meeting of August 18, 2015
- 15-889** Minutes of the McKinney Economic Development Corporation Special Meeting of September 1, 2015
- 15-890** Chairman Tate called for Discussion on Board and Liaison Updates.  
**Chairman Report** – Chairman Tate stated that the Executive Committee met and talked about the agenda and some of the projects that will be discussed during Executive Session.  
**Chamber** - President Hermes stated that the Chamber is starting their

Strategic Planning session tomorrow to develop the three to five year plan. Ms. Hermes thanked everyone who participated through their extensive community input process. The Chamber Board voted at their last meeting to support the City's November Bond Election.

**City of McKinney** - Interim City Manager Muehlenbeck stated that the City Council will be considering tonight the adoption of 2015-16 budget appropriations and adoption of the tax rate to support the proposed budget. The City has made four Bond presentations so far with an anticipation of making 35-38 presentations to groups throughout McKinney.

**MCDC** – Marketing Director Cayti Stein stated that the MCDC Board approved \$47,000 in promotional grants at their last meeting.

**MCVB** – Director DeeDee Guerra stated that MCVB will be hosting a Helms Briscob familiarization tour. The City now has Segway tours available in downtown. The Daytripper will be in McKinney sometime in the Spring. Ms. Guerra stated that they are very excited to have the new Collin College Conference Center to sell.

**15-892** Director of Marketing Report. Marketing Director Cayti Stein provided an update on the joint combined event with the City of McKinney and Allen Brokers. She stated that she has met with them and they would like to continue moving forward with the Joint event. We will be meeting with other organizations to see if they would like to host the event.

**15-891** Director of Business Development Report. Director of Business Development Chad Walker stated that MEDC had a lot of interest from industrial developers during the last month. We had five meetings during the last month and four of the meetings were relating to industrial development. Mr. Walker stated that he and John Valencia attended the MEDC-sponsored Bisnow Dallas Capital Markets Boom event on August 25th. MEDC presented a 90-second pitch for McKinney at the beginning

of the event. Mr. Walker stated that he attended the Team Texas 2015 Global Logistics Workshop in Grapevine. It was a logistics-specific crash course on what are the motivations behind different types of projects and an outlook on the changes coming to the industry in the next few years.

**15-893** Interim President Report. Interim President Abby Liu stated that she will be working with Human Resources to post the Economic Development Coordinator position that was approved by the Board. Ms. Liu stated that Administrative Assistant Van Slycke was injured and is only working part-time. Staff will work with the Human Resources Department to hire another temp to assist MEDC operations till Sheri is up to fully functional. MEDC entered into a contract with Research On Investment (ROI) on March 19th. Staff will continue to work with ROI and report back to the board. Ms. Liu stated that she has been working on project compliance with UPS and Traxxas. CFO Rhodes, Accounting Manager Mathis, MEDC Attorney Houser and staff had a meeting to discuss the UPS project compliance. Staff invited UPS to a meeting on October 14th in McKinney for the clarifications of the documents. Ms. Liu expressed appreciation and gratitude to the outgoing Board - Chairman Darrell Tate and Board member Julie Fort for their work and passion while serving on the MEDC Board. Mayor Pro Tem Ussery presented outgoing gifts to Chairman Tate and Board member Fort.

**15-894** Chairman Tate called for Consideration/Discussion/Action on August Financials. Senior Financial Analyst Trevor Minyard presented the August Financials. On the revenue side - sales tax collected through August reached the projected and budgeted sales tax collection for the year with one monthly remaining in the fiscal year. On the expenditure side - the operational expenses on some of the incentive payments are still on the books and have not been spent. Salaries are 20% over budget. The major industries that affected the increase in sales tax were the retail trade that was up 7.5% compared to this time last year and

combination of food services is up over 10% compared to this time last year. Board members unanimously approved the motion by Vice President Lindsay, seconded by Secretary/Treasurer Clark, to approve the August Financials.

Chairman Tate recessed the meeting into executive session at 8:25 a.m. per Texas Government Code Section 551.071 (2) Consultation with MEDC Attorney on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed), Section 551.074 Personnel Matters, and Section 551.087 Discuss Economic Development Matter as listed on the posted agenda. Chairman Tate recessed to the open session at 10:45 a.m.

**15-822** Chairman Tate called for Consideration/Discussion/Action on the Fifth Amended and Restated Bylaws of McKinney Economic Development Corporation. Board members approved the motion by Board member Page, seconded by Secretary/Treasurer Clark, to approve the Fifth Amended and Restated Bylaws of McKinney Economic Development Corporation, with a vote of 4-0-1, Board member Fort stated that she is abstaining due to the lack of information needed for her to make an informed decision.

**15-895** Chairman Tate called for Consideration/Discussion/Action on Timetable and Selection Process for MEDC President. Interim City Manager Muehlenbeck stated that he will develop a plan and bring it back to the board. No action was taken.

Chairman Tate called for Citizen Comments and there were none.

Chairman Tate called for Action on Executive Session.

Board members unanimously approved the motion by Vice Chairman Lindsay, seconded by Board member Page, to approve Project Brown Box as presented in Executive Session and pending the documents being brought back to the Board for a second opinion.

Board members unanimously approved the motion by Vice Chairman Lindsay, seconded by Secretary/Treasurer Clark, to approve an offer letter for Project Find as discussed in Executive Session with the change that the incentive will be paid in arrears at the end of three years.

Board members unanimously approved the motion by Vice Chairman Lindsay, seconded by Secretary/Treasurer Clark, to approve Project Camp as presented in Executive Session.

Board member Fort stated that she will be tendering her resignation effective today.

Board members unanimously approved the motion by Vice Chairman Lindsay, seconded by Board member Page, to adjourn. Chairman Tate thanked everyone for their participation and working with him over the last year. We all have the same goal to do the best that we can for the City of McKinney. The City is growing and has a bright future ahead. Mr. Tate thanked the Board for their support during his tenure as Chairman. Chairman Tate adjourned the meeting at 10:50 a.m.

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DARRELL TATE  
Chairman