

# MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**DECEMBER 21, 2021**

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, December 21, 2021, at 8:00 a.m.

Board members Present: Chairman Michael Jones, Vice Chairman Joe Minissale, Secretary/Treasurer Kurt Kuehn, Ken Sipiora, Thad Helsley, and Alternate Mohamed Kacem.

Absent: Brian Loughmiller and Julie Williams

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Business Retention and Expansion Manager Madison Clark, MEDC Operations Manager Deana Smithee, MEDC Executive Administrative Assistant Joanne Isom, Mayor Pro Tem Rainey Rogers, City Manager Paul Grimes, MEDC Attorney Mark Houser, Financial Compliance Manager Chance Miller, Visit McKinney Executive Director DeeDee Guerra, and McKinney Community Development Corporation President Cindy Schneible.

Absent: Director of Technology and Research Michael DePaola and Project Manager Miguel Esparza

There was 1 guest present.

Chairman Jones called the meeting to order at 8:00 a.m. after determining a quorum present.

Chairman Jones called for Public Comments for items on the agenda and there were none.

**21-1157** Chairman Jones called for the Minutes of the McKinney Economic Development Corporation of November 16, 2021. Board members unanimously approved the motion by Secretary / Treasurer Kuehn, seconded by Vice Chairman Minissale, to approve the Minutes.

**21-1158** Chairman Jones called for Board and Liaison Updates. Chairman Jones noted this is the last MEDC Board meeting of the year. He wished everyone a Happy Holiday and is looking forward to next year.

City of McKinney – City Manager Grimes reported this afternoon at the City Council work session there will be an update on the continuing discussion on the Parkland Dedication Ordinance. Parkland Dedication is required as part of residential development and the ordinance is being updated. This ensures when residential developers move in, they will make certain dedications for Parkland. City Manager Grimes noted city staff will introduce the concept of Community Land Trust to City Council. Community Land Trust is going to be a key strategy toward neighborhood preservation on the east side of McKinney and a strategy for putting tools in place for affordable and workforce housing development. City Manager Grimes stood for questions and there were none.

MCDC – President Schneible reported the MCDC Board heard presentations from 13 applicants for promotional and community event grants at last week's Board meeting. President Schneible noted 5 of the 13 applicants are first time applicants. President Schneible noted there is \$100,000 available to grant and about \$132,000 in requests. The subcommittee will meet in early January for discussion and action will be scheduled for the January MCDC Board meeting. President Schneible reported MCDC is currently accepting applications for the first round of project grants through December 31<sup>st</sup> and they are accepting nominations for the annual Quality of Life Award until January 15<sup>th</sup>. The MCDC awards one Quality of Life Award to an individual and one to an organization and information on nominations can be found on the MCDC Facebook page and in the city e-newsletter. President Schneible stood for questions and there were none.

Visit McKinney – Executive Director Guerra reported the NCAA D2 football game between Ferris State and Aldosota State was held this last weekend in McKinney. Executive Director Guerra thanked McKinney ISD, McKinney Fire, McKinney Police, the City of McKinney, and MCDC

for their partnership. Executive Director Guerra reported Visit McKinney has received the lineup for Drum Corp International and they will be in McKinney on July 26<sup>th</sup>. The following drum corps will be in attendance: Santa Clara Vanguard, the Phantom Regiment, Blue Stars, Carolina Crown, Colts, Genesis, Seattle Cascades and the Spirit of Atlanta. Executive Director Guerra also noted Visit McKinney is selling branded T-shirts for \$16.00 and sweatshirts \$36.00. Executive Director Guerra noted the free Historic Walking Tours will continue to take place and times are listed on the Visit McKinney Website. Executive Director Guerra noted this is her last MEDC Board meeting and her last day with Visit McKinney is December 29<sup>th</sup>. Visit McKinney Sales Manager Francis Woodard in Austin will be the Interim Executive Director until the role is filled. The MEDC Board and City Manager Grimes thanked Director Guerra for her service to McKinney.

**21-1159** Chairman Jones called for the consideration / discussion of the MEDC Monthly Organizational Report. President Tokar noted the MEDC has hired a new Senior Vice President and he will start January 10, 2022.

**21-1160** Chairman Jones called for the consideration / discussion of the MEDC Monthly Metrics Dashboard Report. President Tokar noted the only area the MEDC has not excelled in is Business Retention and Expansion. Business Retention and Expansion Manager Clark has done an excellent job in retooling the program and will introduce new initiatives for next year to excel the program. President Tokar noted the fourth quarter newsletters mailed at the beginning of December and the open rate results will be available at the next Board meeting.

**21-1161 –** Chairman Jones called for the consideration/ discussion/ action on the

**21-1162** October and November 2021 Financials. Financial Compliance Manager Miller noted they will have the final fiscal year 2021 numbers once the auditors complete the audit process and will present to City Council in February 2022. Financial Compliance Manager Miller reported the month

of October revenues were at \$1.5M and expenditures were at \$420K. Financial Compliance Manager Miller reported the sales tax numbers for the month of October are applicable to the month of August and there was an 19.3% increase over last year. Financial Compliance Manager Miller reported the month of November revenues were at \$1.7M and expenditures were at \$11.1M. The large expenditure amount is due to the parking garage project, and this was paid out last year. The project was still in escrow at the end of the year and finance was unable to expense it. Finance has expensed the project this year with the anticipation it will be paid out. Financial Compliance Manager Miller reported the sales tax numbers for the month of November are applicable to the month of September and there was an 14.4% increase over last year. Financial Compliance Manager Miller noted Allen had a 17.8% increase, Frisco had a 25.5% increase, and Plano had a 11.3% increase. Financial Compliance Manager Miller noted the unaudited numbers for fiscal year 2021 show a \$1.4M surplus. The funds will roll into the fund balance for fiscal year 2022. Finance Compliance Manager Miller stood for questions and there were none. Board members unanimously approved the motion by Secretary /Treasurer Kuehn, seconded by Board member Sipiora, to approve the October and November 2021 Financials.

**21-1163** Chairman Jones called for consideration/ discussion/ action on the Resolution Appointing MEDC Standing Committees. Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Helsley, to approve the Resolution Appointing MEDC Standing Committees. Resolution Caption reads as followed:

**RESOLUTION NO. 2021-12-003 MEDC**

**A RESOLUTION OF THE BOARD OF DIRECTORS OF THE  
MCKINNEY ECONOMIC DEVELOPMENT CORPORATION  
APPOINTING MEMBERS TO STANDING COMMITTEES**

**21-1164** Chairman Jones called for consideration/ discussion/ action on the 2022 MEDC Key Performance Indicators. Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Helsley, to approve the 2022 MEDC Key Performance Indicators.

**21-1165** Chairman Jones called for consideration/ discussion/ action on the Chamber of Commerce Awards based on Nominations. Chairman Jones noted the Board has a roster of the nominated companies with an assigned letter (A, B, or C). The Board will use the corresponding letter to make a motion and vote. Board members unanimously approved the motion by Secretary / Treasurer Kuehn, seconded by Vice Chairman Minissale, to approve Company A for the BRE /Encore Wire Award and Company B for the New Corporate Business Award.

Chairman Jones called for Citizen Comments and there were none.

Chairman Jones called for Board Comments. Vice Chairman Minissale noted the Petition Campaign to gather 22,000 signatures of McKinney voters to support the changing law to allow the expansion of current sales to include wine and package stores. Vice Chairman Minissale noted the Chamber of Commerce currently has a little over half of the signatures required to move the item to the May 2022 ballot and individuals interested can find locations to sign the petition on the McKinney Chamber Commerce website. Board member Sipiora congratulated the MEDC Staff and Board on an outstanding year.

Chairman Jones recessed the meeting into Executive Session at 8:28 a.m.

Chairman Jones reconvened the meeting to open session at 11:10 a.m.

Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Sipiora, to approve Project Thunder as discussed in Executive Session

Board members unanimously approved the motion by Secretary / Treasurer Kuehn, seconded by Vice Chairman Minissale, to approve Project Cardboard as discussed in Executive Session

Board members unanimously approved the motion by Board member Helsley, seconded by Secretary / Treasurer Kuehn, to approve Project Shuttle as discussed in Executive Session with a vote of 5-0-1. Board member Sipiora abstaining from the vote.

Board members unanimously approved the motion by Board member Helsley, seconded by Secretary / Treasurer Kuehn, to approve Project Mars as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Minissale, seconded by Board member Helsley, to approve Project Terra as discussed in Executive Session.

Board members unanimously approved the motion by Board member Helsley, seconded by Board member Sipiora, to Adjourn.

Chairman Jones adjourned the meeting at 11:14 a.m.

A video recording of this meeting is available through the City of McKinney meeting archive.

These minutes approved by the MEDC members on January 18, 2021

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MICHAEL JONES  
Chairman

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KURT KUEHN  
Secretary / Treasurer