



12-16-14

MEDC President's Report:

Ladies and Gentlemen, the following is a brief outline of operational issues that are on my radar screen and in the process of being addressed. Again, this is a brief bullet pointed listing and I will be more than happy to answer any questions or go into further detail.

Communication:

- Interim City Manager Muehlenbeck and I continue to have weekly meetings first thing each Friday morning schedule permitting. We are also working closely together on pushing the Gateway development project forward.
- MEDC Executive Director Schneible and I continue to meet regularly to stay up to date on operational issues as well as ways we can best leverage one another.
- MEDC is having weekly staff meetings to ensure that staff has what they need to succeed and that we remain focused as a TEAM.
- MEDC's Cayti Stein is participating regularly in the Joint Marketing Meeting with Coco Good and other stakeholder organizations.
- I continue to attend all City Council Meetings when in town as well as MEDC Board Meetings, Airport Board Meetings, and McKinney Alliance Board Meetings.

Staffing:

- **The Admin. position has been posted with HR.** Again, Cindy Schneible and I are working on the open position together to ensure that we are able to continue to operate as efficiently as possible while still operating as productively as possible.

Operational:

- **CRM:** We have viewed the demo and are moving forward with Salesforce Economic Development Edition.
- **Compliance** – In the past we have hired an accounting firm to assist us with contract compliance (Murray and Mensch P.C.). Pat Murray handled our account personally and it generally cost about \$700 per contract per year (but they charged by the hour so it fluctuated). I have asked Pat if he would give us a bid

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on a flat rate to handle contract compliance on a per contract basis so that we can consider using a third party accounting firm to do the research and present us with their findings. With the simplification of our contracts and the volume we are doing now, I am hoping that we can get a per contract rate below the \$700.00. He can use some of his lower paid staff to help with the research.

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