

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

SEPTEMBER 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, September 21, 2021, at 8:00 a.m.

Board members Present: Vice Chairman Michael Jones, Ken Sipiora, Thad Helsley, and Kurt Kuehn.

Absent: Chairman Brian Loughmiller, Secretary/Treasurer Joe Minissale, Patrick Cloutier, and Alternate Kimberly Ball.

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Senior Vice President Danny Chavez, MEDC Executive Administrative Assistant Joanne Isom, Mayor George C. Fuller, Councilman Rick Franklin, 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, Business Retention and Expansion Manager Madison Clark, Project Manager Miguel Esparza, and MEDC Operations Manager Deana Smithee.

There were 2 guests present.

Vice Chairman Jones called the meeting to order at 8:01 a.m. after determining a quorum present.

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

21-0844 Vice Chairman Jones called for the Minutes of the McKinney Economic Development Corporation Meeting of August 17, 2021. Board members unanimously approved the motion by Board member Kuehn, seconded by Board member Sipiora, to approve the minutes.

21-0845 Vice Chairman Jones called for Board and Liaison Updates. Vice Chairman Jones noted the City Council recently elected and reappointed new members for Boards and Commissions. Vice Chairman Jones

congratulated the new and reappointed members and thanked them for their willingness to serve the community.

City of McKinney – City Manager Grimes noted the new budget approved on September 7th will go into effect October 1st. City Manager Grimes noted the 3rd special session of the 87th State Legislature is underway. The session started yesterday and will focus on a variety of subjects, most notably, state redistricting and state ARPA funding. City Manager Grimes noted the Parks and Recreation Department is using a Husqvarna robot mower at Gabe Nesbitt softball fields, number six and ten. This was made possible from a pilot program the City entered into with Robin Autopilot. Robin Autopilot relocated their headquarters to McKinney earlier this year and received a grant from the MEDC Innovation Fund. City Manager Grimes stood for questions and Vice Chairman Jones asked if the robot worked. City Manager Grimes noted he has not heard any negative feedback on the robot.

McKinney Community Development Corporation – President Schneible reported the MCDC completed the final cycle of project grants at the August Board meeting and funded three grants. Habitat for Humanity of Collin County received approval for additional funding for the amenity center at Cotton Groves Community. Heard-Craig Center for the Arts received approval for funding of improvements at their facility on Hunt Street. The Children's Advocacy Center of Collin County is building a new facility in McKinney and the MCDC approved funding for infrastructure improvements on their site. President Schneible noted public hearings were held on two retail infrastructure grant requests and those will be acted upon this week. President Schieble reported two years ago the MCDC Board approved funding for additional benches around the McKinney Performing Arts Center. MCDC and Parks and Recreation partnered to create landscaping around the Performing Arts

Center with additional benches in time for Oktoberfest. President Schneible stood for questions and there were none.

Visit McKinney – Executive Director Guerra noted the Visit McKinney staff attended the Texas Association of Convention and Visitors Bureau. They received two awards: 1st place for the Visit McKinney branding and 3rd place for a Co-Op award for their 360 degree virtual videos. Visit McKinney partnered with CW Designs to create the 360 degree virtual tours. Executive Director Guerra noted staff is continuing to see RFPs come in and the Visit McKinney website is receiving a lot of traction. Visit McKinney is partnering with the Historic Preservation team to offer historic walking tours. The next historical walking tours are scheduled for the following dates: Saturday, September 25th at 11:00 a.m., Tuesday, October 12th at 9:30 a.m., and Saturday, October 23rd at 11:00 a.m. Executive Director Guerra noted this weekend is Oktoberfest. Visit McKinney has partnered with McKinney Main Street and Hofbrau Brewery to award an all-expense paid trip to Oktoberfest 2022 in Munich, Germany. Executive Director Guerra noted promotional grants are coming up and the application deadline is October 4th. The grant requests will be presented to the Visit McKinney Board on October 26th and will be awarded on November 23rd. Executive Director Guerra stood for questions and there were none.

21-0846 Vice Chairman Jones called for the consideration/ discussion of the MEDC Monthly Organizational Report. President Tokar reported Jason Sun with Hisun is graciously donating one of their six seater recreational vehicles for Oktoberfest to help circulate traffic during the event. City Manager Grimes will be driving the vehicle on Friday evening for the event. President Tokar thanked Hisun for the donation. President Tokar noted there will be a very big announcement coming up soon for McKinney that will be a great addition to our community.

21-0847 Vice Chairman Jones called for the consideration/ discussion of the MEDC Monthly Metrics Dashboard Report. President Tokar noted the MEDC continues to have a very active pipeline and the percentages in each category on the metrics report continue to increase each month. President Tokar noted capital investment is currently at \$451M which will be a new record of investment into McKinney. President Tokar thanked staff for working hard to generate leads and work on projects. President Tokar also noted the increase in Business Retention and Expansion visits and thanked Business Retention and Expansion Manager Clark for building a strategic plan around the program. President Tokar noted the MEDC is up in each area apart from Community Forums. The MEDC is actively looking for the right opportunity to engage the community on a large scale.

21-0848-
21-0849 Vice Chairman Jones called for the consideration/ discussion/ action on the July and August 2021 Financials. Financial Compliance Manager Miller reported the month of July revenues were at \$1.5M and expenditures were at \$2M. Financial Compliance Manager Miller reported the sales tax for the month of July is applicable to the month of May and there was an 17% increase over last year. Financial Compliance Manager Miller noted Allen had a 37.4% increase, Frisco had a 39% increase, and Plano had a 26% increase. Financial Compliance Manager Miller reported the month of August revenues were at \$1.8M and expenditures were at \$739,000. Financial Compliance Manager Miller reported the sales tax for the month of August is applicable to the month of June and there was an 17.4% increase over last year. Financial Compliance Manager Miller noted Allen had a 15.9% increase, Frisco had a 22.7% increase, and Plano had a 9.5% increase. Financial Compliance Manager Miller noted the MEDC budgeted sales tax at 5% for fiscal year 20-21 and based on the current sales tax numbers year to date we may end at 7% over the budgeted amount. Any

additional funds will move to the fund balance for fiscal year 21-22. Financial Compliance Manager Miller stood for questions. Board member Kuehn asked if there was a way to see if the year over year increase in sales tax is an organic increase or growth increase. Financial Compliance Manager Miller reported the finance team reviews all the collections and noted the majority of the increase is due to existing businesses in McKinney. Financial Compliance Manager Miller also noted online sales from companies such as Amazon have made a substantial impact on the increase in sales tax revenue. President Tokar noted McKinney has seen consistent growth over positive growth from 2020 where sister cities typically saw negative numbers 2020. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Helsley, to approve the July 2021 and the August 2021 financials.

Vice Chairman Jones called for Citizen comments and there were none.

Vice Chairman Jones called for Board Comments and there were none.

Vice Chairman Jones recessed the meeting into Executive Session at 8:22 a.m.

Vice Chairman Jones reconvened the meeting to open session at 9:06 a.m.

Board members unanimously approved the motion by Board member Helsley, seconded by Board member Kuehn, to approved Project Vector as discussed in Executive Session.

Board members unanimously approved the motion by Board member Kuehn, seconded by Board member Helsley, to approved Project Sierra as discussed in Executive Session.

Board members unanimously approved the motion by Board member Helsley, seconded by Board member Kuehn, to approved Project Bowser as discussed in Executive Session.

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

Vice Chairman Jones adjourned the meeting at 9:08 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 October 19, 2021.

BRIAN LOUGHMILLER
Chairman

JOE MINISSALE
Secretary / Treasurer