

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**AUGUST 17, 2021**

The McKinney Economic Development Corporation met in regular session in the City Hall Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on Tuesday, August 17, 2021, at 8:00 a.m.

Board members Present: Chairman Brian Loughmiller, Vice Chairman Michael Jones, Secretary/Treasurer Joe Minissale, Ken Sipiora, Patrick Cloutier, Thad Helsley, and Kurt Kuehn.

Absent: Alternate Kimberly Ball.

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Senior Vice President Danny Chavez, MEDC Office Manager Deana Smithee, MEDC Executive Administrative Assistant Joanne Isom, Mayor George C. Fuller, Mayor Pro Tem Rainey Rogers, Councilman Rick Franklin, City Manager Paul Grimes, MEDC Attorney Mark Houser, Chief Financial Officer Mark Holloway, and Visit McKinney Sales Manager Rachel Tamez.

Absent: Director of Technology and Research Michael DePaola, Business Retention and Expansion Manager Madison Clark, and Project Manager Miguel Esparza.

There were 6 guest present.

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

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

**21-0708** Chairman Loughmiller called for the Minutes of the McKinney Economic Development Corporation of July 20, 2021. Board members unanimously approved the motion by Secretary / Treasurer Minissale, seconded by Board member Helsley, to approve the Minutes.

**21-0709** Chairman Loughmiller called for Board and Liaison Updates.

City of McKinney - City Manager Grimes reported City staff presented the fiscal year 21-22 budget for \$618M to City Council. The budget will include \$171M in the general fund, \$113M to the water fund, and \$190M in capital improvements. City Manager Grimes noted the City will propose a decreased tax rate of 0.4977. The rate will be effective plus 2%. City Manager Grimes noted the new budget will allow the City to hire 43 general fund positions and 23 of those positions are attributed to public safety. The details can be found online at [cityofmckinney.org](http://cityofmckinney.org) in the financial services section. City Manager Grimes reported the City Council will receive a presentation about road connectivity improvements on the east side of McKinney at the City Council work session this evening. There have been several public input sessions and tonight will be an opportunity to discuss the various options staff and the consultants have come up with to improve the roadway network. City Manager Grimes stood for questions and there were none. Chairman Loughmiller reported the AT&T Byron Nelson PGA Tournament hosted in McKinney in May raised more than twice the amount of money raised their last two tournaments.

Chamber of Commerce – President Hermes noted the State of the City will be on November 4th at Christ Fellowship Church at 11:00 a.m. The next CEO series will be on August 31<sup>st</sup> and will feature Jenna Covington. She is the new executive director for the North Texas Municipal Water District. The Women's Business Conference will be on September 23<sup>rd</sup> and McKinney Young Professionals will have the opportunity to tour the SRS Headquarters today at 4:00 p.m. President Hermes reported the Chamber is moving forward with the petition to put packaged liquor sales on the May 2022 ballot. The Chamber is still assembling the funding and President Hermes noted they do have some verbal commitments. The

Chamber will contribute \$50,000 into the petition phase, which is most of the work. They will be required to obtain over 22,000 signatures of registered voters in a 60 day period. The deadline for finalizing all the funding is October 1<sup>st</sup>. The Chamber will begin petitioning at the end of October to be positioned for the May 2022 election. President Hermes reported the Chamber is continuing their advocacy efforts in Austin. The Chamber is focusing on McKinney's redistricting, which will be coming up in the next special session. They will also focus on the allocation of funds from the federal government that the state hasn't allocated to ensure they are used in infrastructure, public schools, etc. President Hermes recognized Business Retention and Expansion Manager Clark for the new BRE program she has assembled. The Chamber is looking forward to resuming business visits with the MEDC. President Hermes stood for questions and there were none.

MCDC – MCDC Board Liaison McGill reported the MCDC is in the summer cycle for Grant reviews. The MCDC Board will take action at the August 26<sup>th</sup> Board meeting on the following Project Grants: Habitat for Humanity of Collin County, Heard Craig Center for the Arts, Collin County Children's Advocacy Center, and McKinney Parks and Rec. MCDC Board Liaison McGill noted during the July 22<sup>nd</sup> meeting the MCDC Board approved nine grants for promotional and community events. MCDC Board Liaison McGill noted the MCDC received two applications for the Retail Development Infrastructure Grant. The TUPPs subcommittee is continuing to meet, and the site plan was approved by Planning and Zoning at the July 27<sup>th</sup> meeting. The Board approved an additional extension of the deadline to September 30<sup>th</sup> for the construction project. MCDC Board Liaison McGill reported the Retail Coach has provided updated demographic information and it can be found in the Board packet. MCDC Board Liaison McGill reported MCDC subcommittee is participating with the One Heart McKinney Task Force

on the creation of a nonprofit collaborative initiative. The next meeting is scheduled on August 19<sup>th</sup> from 4:00 p.m. to 6:00 p.m. MCDC Board Liaison McGill stood for questions. Board member Cloutier thanked the MCDC for providing the study from the Retail Coach for the MEDC Board.

Visit McKinney – Visit McKinney Sales Manager Tamez thanked Business Retention and Expansion Manager Clark for the BRE meeting held at the MEDC offices. Visit McKinney Sales Manager Tamez reported the June 2021 hotel occupancy tax collection has surpassed the 2020 collection. Occupancy continues to climb, and the reports are currently showing 66.8% for June and 70% for July. Visit McKinney Sales Manager Tamez reported they are continuing to see a lot of RFPs in the pipeline for corporate association and SMURF. The Communications staff has been busy submitting ads both digital and print to Get Lost Houston, Houston Authentic Texas, Small Market Meetings, Sports Destination Management, Texas Society Association Executives, and Poker News. Visit McKinney Sales Manager Tamez noted Visit McKinney will be assisting McKinney Main Street to promote Oktoberfest. Visit McKinney Sales Manager Tamez reported the new Visit McKinney website continues to gain lots of attraction. Visit McKinney Sales Manager Tamez noted the free historic walking tours have resumed and they meet at the front steps of the Visit McKinney office. There will be a tour Saturday, August 28<sup>th</sup> at 11:00 a.m., Tuesday, September 14<sup>th</sup> at 9:30 a.m., and Saturday, September 25<sup>th</sup> at 11:00 a.m. Visit McKinney Sales Manager Tamez thanked Paula Nasta, Tonya Fallis, and Guy Giersch for being the tour guides. Visit McKinney Sales Manager Tamez also thanked Costco being the drink and snack sponsor. Visit McKinney Sales Manager Tamez stood for questions and there were none.

- 21-0710** Chairman Loughmiller called for the consideration / discussion of the MEDC Monthly Organizational Report. President Tokar noted the report was attached to the agenda and had nothing further to add.
- 21-0711** Chairman Loughmiller called for the consideration / discussion of the MEDC Monthly Metrics Dashboard Report. President Tokar noted the MEDC continues to have a strong year. President Tokar noted there will be an announcement next month and the MEDC will again set a record for investment in McKinney. President Tokar noted Business Retention and Expansion Manager Clark has been doing a great job of taking over arbitrary efforts and getting MEDC back out there to connecting with the existing business community.
- 21-0712** Chairman Loughmiller called for the consideration/ discussion/ action on the July 2021 Financials. Chief Financial Officer Holloway reported the month of June revenues were at \$1.5M and expenditures were \$800K. Chief Financial Officer Holloway reported the sales tax for the month of June increased 14.9% over June last year. Chief Financial Officer Holloway noted the City will be adopting a new budget very soon and will set the MEDC sales tax at 5% above what the City projected for end of year. Chief Financial Officer Holloway stood for questions and there were none. Board members unanimously approved the motion by Board member Sipiora, seconded by Vice Chairman Jones, to approve the June 2021 Financials.
- 21-0713** Chairman Loughmiller called for the consideration/ discussion/ action on adding a Monthly Report from the McKinney Independent School District (and periodically from other independent school districts) to the "Board and Liaison Updates" section of the MEDC Monthly Board Meetings. Board member Sipiora noted the Board had discussion around the informal invitation made to the MISD School District in the spring to periodically, if not regularly update the MEDC on the McKinney school

district. Board member Sipiora suggested a formal invitation be extended to invite representatives from MISD and our other school districts in the city to come and provide updates. It was also recommended there be mutual reciprocity and a member of the MEDC or Board member attend the school district(s) meetings as well. President Tokar clarified if the Board would like to see this added to the monthly update or a separate agenda item for a quarterly update. Board member Sipiora recommended to start the conversation with the school districts first and then mutually determine what the right cadence would be for reports and visits. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Cloutier, to approve adding a Monthly Report from the McKinney Independent School District (and periodically from other independent school districts) to the "Board and Liaison Updates" section of the MEDC Monthly Board Meetings.

Chairman Loughmiller called for Citizen Comments and there were none.

Chairman Loughmiller called for Board Comments. Secretary/ Treasurer Minisalle commended President Hermes with the McKinney Chamber of Commerce on the time and effort spent on the package liquor sales. Secretary/ Treasurer Minissale noted Dr. Perryman's estimate is the liquor package sales will bring more than \$1M in sales tax dollars to McKinney a year.

Chairman Loughmiller recessed the meeting into Executive Session at 8:32 a.m.

Chairman Loughmiller reconvened the meeting to open session at 9:58 a.m.

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

Board members unanimously approved the motion by Vice Chairman Jones, seconded by Board member Cloutier, to approve the amendment to Cotiviti as discussed in Executive Session

Board members unanimously approved the motion by Board member Cloutier, seconded by Board member Sipiora, to table Project Bowser for another meeting as discussed in Executive Session.

Board members unanimously approved the motion by Secretary / Treasurer Minissale, seconded by Board member Kuehn, to adjourn the meeting.

Chairman Loughmiller adjourned the meeting at 10:01 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 September 21,2021.

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BRIAN LOUGHMILLER  
Chairman

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JOE MINISSALE  
Secretary / Treasurer