

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

Regular Board Meeting April 17, 2012

The McKinney Economic Development Corporation (MEDC) met on Tuesday, April 17, 2012 in the Dowdy Boardroom of the Corporation office. The meeting was called to order at 8:08 by Chairman Keith Clifton. Board members present were Vice-Chairman Ernest Lynch III, Secretary-Treasurer Marta Gore, Director Carrie Alfieri, Director Doug Parker, and Director Darrell Tate.

Staff present was Vice-President Abby Liu, Administrative Assistant Connie Gibson, and Corporation Attorney Mark Houser.

The board reviewed the minutes from the regular board meeting on March 20, 2012. Marta Gore made a motion to approve the minutes. The motion was seconded by Ernest Lynch III. The motion was voted on and passed unanimously (6-0).

Check requests issued February 28, 2012 through March 31, 2012 were reviewed. Abby Liu gave an explanation on some of the check requests. A question was asked about the Southland Technology check request.

Steve Heussner entered the meeting at 8:11 A.M.

Marta Gore made a motion, seconded by Doug Parker, to approve the check requests. The motion passed unanimously (7-0).

Jason Cooley, Strategic Planning and Budget Director with the City of McKinney, gave the financial report. The corporation is in the sixth month of the fiscal year, with revenue 54% dispersed. Year-to-date expenditures are at 57.5%. Sales tax revenues for the month of March are up \$31,000 over March, 2011. Overall, sales tax revenues for the year are up 2.3%. Ernest Lynch III made a motion to approve the finance report. Marta Gore seconded the motion. The motion passed unanimously (7-0).

Abby Liu gave the International Development and marketing report. The date of the Texas One international trip has changed. The date is June 17-22, and the destination is Italy and Germany. The board was shown a calendar of Texas One events, and was encouraged to attend. This past month the MEDC website had 706 visits, coming from 15 countries. Doug Parker asked if the website captured information on how visitors heard about MEDC. Mrs. Liu stated she did not think the website, or Google Analytics was capturing that information. The production of the aerial map is nearing completion. The staff has gotten three price quotes for the printing. City Manager Jason Gray shared that the City pays for high quality aerial photography, and there could possibly be some collaboration in this area. Texas Workforce Commission will present Encore Wire with the Star Manufacturing award on March 28th. MEDC will be the title sponsor for the CoreNet golf tournament May 7th. The tournament will be held at the TPC at Craig Ranch. CoreNet is a commercial real estate organization.

The Manner Plastics letter of forgiveness, and the Encore Wire loan agreement and promissory note have been delivered. A tour of the Blockbuster building was given to Abby Liu and John Valencia. The building is 880,000 square feet. The broker would prefer to lease to one business, rather than divide up the property.

City Manager Jason Gray gave the President's Report. He reported a developer has expressed interest in building a 150,000 square foot spec office building. Discussions with the City regarding any incentives are in the very early stages. John Valencia has taken the lead on Project McKinney Turbo. This project will provide high

quality internet infrastructure in McKinney. This will allow businesses that rely on high speed, reliable, internet connectivity to relocate here. The first stage of the project is mapping out what the different providers and institutions have in the ground. M.I.S.D. is considering purchasing the fiber that they are currently leasing. This will provide them a higher level of management of that fiber. This could provide an opportunity for the City to lease some of the fiber the school district purchases.

Jason Gray presented his Gateway recommendations to City Council. His recommendations include building a Sheraton quality hotel at the current site; 186 rooms and 20,000 square foot conference center space. The original plan had 220 rooms, and a 59,000 square foot conference center. The new size will seat 1,000. The new project will need 18 million dollars in public participation, \$6.5 million of which is committed by MCDC. Carrie Alfieri requested that the MEDC board be included in all discussions, if there is likelihood that MEDC will be asked to participate in funding the project. *Jason Gray stated he did not anticipate additional MEDC board incentives in the Gateway project.* Ernest Lynch inquired about the possibility of expansion in the future. Jason Gray stated that the infrastructure in place will allow for expansion. Construction on the project is expected to be back underway before the end of the year.

The Texas Global Airplex project is on the brink of being ready to deliver to the Governor's office an enterprise zone application. TGA is a maintenance and repair operation potentially located at the airport.

Mr. Gray reported project Green Pineapple is positioned well. They are waiting on results of the environmental impact study.

Ken Wiegand, Executive Director of Collin County Regional Airport passed out the General Aviation impact report. The CCRA employs just under 100 people monthly. A financial incentive program has been presented to City Council by the City Manager. This plan will be available to all cities in Collin County. The plan will be presented to area leaders during a breakfast on May 17th. The McKinney Airport Development board will present a request to City Council on May 1st to change the board name from MADC to Collin County Airport Development Corporation.

Cindy Schneible, Executive Director for McKinney Community Development Corporation gave an update to the board. The MCDC board awarded \$35,000 to the City of McKinney to develop a Public Art Master Plan. The Heritage Guild of Collin County received \$99,000 for phase II renovation of historical structures at Chestnut Square. A request by M.I.S.D for funds to replace turf fields at two high schools was tabled.

The Chamber of Commerce update was provided by Jodi Ann LaFreniere, President and CEO. The Chamber has received accreditation by the U.S. Chamber Association. Collin County Day was held at Eldorado Country Club on March 27th. There was good representation from area Chambers. The CEO series luncheon is scheduled for April 24th. Jim Moroney, Publisher and CEO for Dallas Morning News will be the speaker. The Chamber will launch the website redesign that day. The Chamber will host a Texas employer's conference in September, focusing on employment law, and a Governors small business forum in September. Applications are being accepted for the 2012-13 Leadership McKinney program.

The McKinney Convention and Visitors Bureau update was given by Beth Shumate, Communications Manager. Diann Bayes, MCVB Executive Director, hosted a Texas Association of Convention and Visitors Bureaus retreat at The Grand Hotel in

McKinney. Dee-Dee Villanueva, has just returned from a week long sales blitz throughout the metroplex, and has been busy with tour groups and making site visits. The new visitors guide has been printed and has been distributed around town, and will be sent out to visitor's centers throughout the state. Beth Shumate will attend a travel conference in Waco this month. McKinney will hold a ball tournament benefitting cancer research. The ball tournament "Strikes Against Cancer" was started to provide help for the cancer stricken mother of a 12 year old ball player in McKinney.

Keith Clifton called for a break at 9:37 A.M.

Darrell Tate left the meeting at 9:37 A.M.

The meeting was called into Executive Session at 9:49 A.M.

The meeting was called into Open Session at 10:45 A.M.

Action was taken on prospect proposal #12-08, LocalHitz. Doug Parker made a recommendation to approve funding under the Emerging Technology program. Ernest Lynch III seconded the motion. The motion was voted on and passed unanimously (6-0).

Marta Gore made a motion to approve funding to prospect proposal #12-11, CredSystems under the Emerging Technology program. Ernest Lynch III seconded the motion. The motion passed with four approving. Carrie Alfieri opposed, and Doug Parker abstained.

No action was taken on project proposal #12-12, Imagine Xhibits.

Carrie Alfieri made a motion to authorize City Manager Jason Gray to proceed with the executive search. Marta Gore seconded the motion. The motion passed unanimously (6-0).

The meeting was adjourned at 10:48

MARTA GORE – Secretary - Treasurer