

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

NOVEMBER 20, 2018

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on November 20, 2018 at 8:00 am.

Board members Present: Chairman Jason Burress, Vice Chairman Paul Merritt, Secretary Brian Loughmiller, Patrick Cloutier, Kenneth Sipiora, Joe Minissale and Michael Jones.

Absent: None

Staff Present: President Peter Tokar, Executive Vice President Abby Liu, Director of Business Retention & Expansion and Emerging Technology John Valencia, Director of Business Development Bruce Coleman, Business Development Specialist Madison Clark, Administrative Assistant Deana Smithee, MEDC Temporary Administrative Assistant Joanne Isom, City Secretary Empress Drane, Councilman Scott Elliott, Mayor George C. Fuller, City Manager Paul Grimes, MEDC Attorney Mark Houser, and Assistant to the City Manager Trevor Minyard.

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

18-1000 Chairman Burress called for Board and Liaison Updates. Chairman Burress stated it has been a very busy time. We're doing good work and got a few deals done. I look forward to announcing them.

City of McKinney - City Manager Paul Grimes stated the City of McKinney established a Bond Committee comprised of approximately 35 members in the community to begin evaluating various disciplines throughout the City on capital project needs that would be then considered for a bond complacent to a ballot measure for bond election. We are looking at May of 2019, ultimately it will be up to City Council on when to call an election, what items to include on that bond election, and when they would have the election. The Bond Committee's first meeting was on November 14th and the next meeting will be November 27th.

There will be two more meetings, one in December and one in January. The committee will then report their recommendations to City Council. By early February City Council has to act for a May election. The city is growing and we can't serve a city of 184,000 soon to be 250,000 in the coming decade with the existing facilities. The Christmas tree lighting ceremony is this Friday, November 23rd at 8:45 pm at the Performing Arts Center. The 2020 U.S. Census is coming. We are working with the U.S. Census Bureau to ensure we get everyone counted. It is imperative to count how many people are here because that's what avails us to services, grants, representation and all of the above. Mr. Grimes concluded by thanking all of those who will be working on Thanksgiving. Their dedication and service to the community is appreciated.

Chamber of Commerce - Chamber President Lisa Hermes reported we are at the end of our three year strategic plan. Our board has been working diligently on the draft for the next 3 years. We are also gearing up for legislative session that will begin in January. We are finalizing our legislative agenda and will ask our board to approve the joint legislative agenda that City Council recently approved. There will be a Legislative Preview Breakfast with Chris Wallace who is the President of the North Texas Commission. He is very connected in Austin and will provide some valuable information. The Chamber is working with the McKinney Convention and Visitors Bureau and the McKinney ISD preparing to host the NCAA Division II Championship Football Game. Our Holiday Open House will be held at the Chamber office on December 6th, stop by if your schedule permits.

18-1001 Chairman Burress called for the Consideration/Discussion of the MEDC Staff Monthly Report. MEDC President Peter Tokar added a few announcements outside of his Organizational report that was submitted. The MEDC Holiday party will be held at the Guitar Sanctuary on

December 6th from 6:00 pm - 9:00 pm. Also, on November 28th the MEDC will host a Community Meet and Greet at 4:00 pm. President Tokar reported the Chamber's last Development Breakfast of the year will be on December 11th from 7:30 am - 9:00 am. I'll be joining Paul Bettner from Playful and giving a development update. Chairman Burress asked President Tokar about his trip to Spain. President Tokar reported, I attended the Smart City World Congress, the world's largest conference on Smart Cities for new technology and how to become a Smart City. I learned best practices from other cities around the world who are implementing new technologies. Smart City is a brand not something you achieve. Smart Cities are those that use technology in the latest infrastructure improvements to enhance the quality of life for citizens, residents, and businesses. I will put a formalized report together and provide it to the board and partners.

Chairman Burress addressed Business Development Specialist Clark and asked her about the Oklahoma University Economic Development Institute training she completed. Clark stated it was 120 hour course in which I received a certificate from the Oklahoma Economic Development Institute. This certificate will allow me to sit for the Certified Economic Development credentials which I plan to do in 2019.

18-1002 Chairman Burress called for the Consideration/Discussion/Action on September Financials. Assistant to the City Manager Trevor Minyard reported on behalf of Chief Financial Officer Mark Holloway. End of year sales tax was up roughly \$850,000 in collections and this trend stayed the same for the rest of the city as well. The city at large received \$3.4 million more sales tax than it did last year. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Secretary Loughmiller, to approve September Financials.

18-1003 Chairman Burress called for the McKinney Technology Center Update. President & CEO of Vazata Lance Black reported on the progress of the

McKinney Technology Center. Mr. Black stated they are about two weeks away from completion. They plan to have a kickoff party after the holidays and possibly a field trip after the next board meeting to tour the center. Once completed there will be about 35 offices and 100 hotel desk space. The concept is a small business owner/ entrepreneur that is currently working out of their home traveling to Dallas can move in and become a member of the McKinney Technology Center. There are 3 conference rooms, video conference rooms, training areas, a professional reception area, and a kitchen area suitable for events. We have hired a third party vendor to handle social media marketing. Cassidy with Community IMPACT is doing an article in December in timing with the kick off. We've signed 3 new tenants, we're excited about the early success we've had and we think it will continue on. Board Member Cloutier asked about the cost of Membership and if pricing is published. Pricing has not been published and depending on needs pricing may range from \$300 to \$7,500.

Chairman Burress recessed the meeting into Executive Session at 8:22 am. In Accordance with the Texas Government Code: A. Section 551.071 (2). Consultation with General Counsel on any Work Session, Special or Regular Session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed) and legal consultation on the following item(s), if any: B. Section 551.087. Deliberation Regarding Economic Development Matters • Project Cloud • Project Trafalgar • Project Hisun • Project Raytheon • Project Independent Bank C. Section 551.072. Deliberations about Real Property • Master Development Agreement by and among The City of McKinney, McKinney Economic Development Corporation, McKinney Community Development Corporation, KDC Real Estate Development & Investments, LLC, Columbus Realty Partners, LTD, and M & R Investors, LLC • 26 acres, STACY SH 121 CENTER ADDITION (CMC) BLK A, LOT 1R, Collin County, Texas and 31.958 acres, SH-121 @ McKinney Place Drive, McKinney, TX 75070. I do anticipate that we will be taking action on one or more items once we return from Executive Session.

Chairman Burress reconvened the meeting to open session at 9:57 am. Board members unanimously approved the motion by Board member Jones, seconded by Vice Chairman Merritt, to approve the amendment to the Hisun agreement as discussed in Executive Session. Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Minissale, to approve the Raytheon mutual termination on agreement one and to approve the amendment on Raytheon agreement two as discussed in Executive Session. Board members unanimously approved the motion by Secretary Loughmiller, seconded by Board member Cloutier, to approve the amendment to the Independent Bank agreement as discussed in Executive Session.

Board members unanimously approved the motion by Vice Chairman Merritt, seconded by Board member Cloutier, to adjourn. Chairman Burress adjourned the meeting at 10:00 am.

JASON BURRESS
Chairman