

MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

JUNE 16, 2015

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on June 16, 2015 at 8:00 a.m.

Board members Present: Chairman Darrell Tate, Vice Chairman Lance Lindsay Secretary/Treasurer Robert Clark, Julie Fort, and Randy Page. City Council Liaisons Present: Mayor Pro Tem Travis Ussery.

Staff Present: Interim President Abby Liu; Director of Business Development Chad Walker; Director of Business Retention, Expansion and Emerging Technology John Valencia; Director of Marketing Cayti Stein; Interim City Manager Tom Muehlenbeck; Interim Assistant to City Manager Chandler Merritt; Chief Financial Officer Rodney Rhoades; Financial Analyst Trevor Minyard; MEDC Attorney Mark Houser; MCDC President Cindy Schneible; MCVB Executive Director Dee-dee Guerra; and Administrative Assistant Sheri Van Slycke.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Robert Clark, to approve the following consent items:

- 15-589** Minutes of the McKinney Economic Development Corporation Meeting May 19, 2015
- 15-590** Minutes of the McKinney Economic Development Corporation Special Meeting May 29, 2015
- 15-591** Minutes of the McKinney Economic Development Corporation Special Meeting June 9, 2015
- 15-592** Chairman Tate called for the Board and Liaison Updates.
MCDC – President Cindy Schneible reported that MCDC and City Council is scheduled to meet next Monday, June 22nd to vote on a GMP for the Aquatics and Fitness Center. Groundbreaking for that project is

scheduled for Monday, July 20th at 9:00 a.m. There will be a save the date sent out for that event. MCDC is accepting applications for Promotional & Community Event Grants through Tuesday, June 30th.

MCVB - MCVB Executive Director Dee-dee Guerra reported the MCVB had over 158 visitors in May, and booked over 410 rooms of which 267 rooms were for weddings and 285 for sporting events. Strikes Against Cancer brought in 142 hotel rooms, Bike the Bricks brought in 19 rooms, and U90C was postponed due to bad weather. For the month of May, Made in McKinney Store revenue is up by 16%. Ms. Guerra stated she was in Houston last month and made about 39 Association/Corporate/SMERF calls there, and Ms. Baggett completed about 25 calls with a Tour Operator group from Oklahoma. In July 2016, Willets Sew & Vac Tradeshow will be in McKinney staying at the Sheraton. The Sheraton sent out an RFP the MCVB forwarded to them for the Texas Hill Country Chapter. MCVB has a site visit at the Sheraton with the Georgetown CVB & Board Members, as well as a tour of downtown McKinney. MCVB processed over 3100 leads. There is a Pandora ad currently running right now in the San Antonio market for leisure. Mr. Beasley with The Fly Fishing Festival is still working with the City, the Sheraton, and TABC to finalize details. On a final note, staff is working with the Sheraton on Destination Imagine to help find a venue for April 2nd Graduation of 8,000 kids.

15-593

Chairman Tate called for the Director of Business Development Report. Director of Business Development Chad Walker stated he has been out of the office for the better part of May at a variety of events, including a consultant's forum in Philadelphia, a professional conference in Galveston, and a trade show in New York. However, there are a few projects staff has been working on that will be shared with the board during executive session.

15-594 Chairman Tate called for the Director of BRE/Emerging Tech Report. Director of BRE/Emerging Tech John Valencia reported our key companies are happy with the exception of complaints about the construction on 75. On the expansion side, we are in discussion with two potential company expansions, but nothing confirmed. We have a number of parties looking at the remaining 23 acres of MEDC land in the Bray Central area. We currently have six active companies in the Emerging Technology program, which are included in the report. The Werx now has 22 resident companies with 30 people working there, as well as ten requests for space that are in the application process. There were four communiques sent by TxDOT included in the report.

15-595 Chairman Tate called for the Director of Marketing Report. Director of Marketing Cayti Stein reported MEDC committed to sponsoring a series of three Bisnow events this summer. Bisnow is a networking event for commercial realtors, developers, construction companies, etc. The first Bisnow event is Data Centers: July 22nd at 7:30 a.m., and we sponsored at the “commercial level” with 90-second elevator pitch, the second is for Mixed Use Developments and we sponsored at the “moderator level” , Mayor Loughmiller has agreed to moderate the entire event, date and time to be decided. And, the third is for Capital Markets, sponsored at the “commercial level” with 90-second elevator pitch, with date and time to be decided. Ms. Stein encourages the MEDC board to attend. North Central Texas Council of Governments is proposing a regional labor study for North Texas. It would include 14 counties in the DFW area, excluding Dallas & Tarrant counties. NCTCOG is requesting participation from each community in the amount of \$20,000.00, which will provide more in-depth study in our particular community, as well as the overall report of all the counties. Ms. Stein requests feedback from the board on their participation interest. The board requests additional information and

updates on this study before making any decisions. On a final note, Brian Aiken is the videographer we used for our aerial videos, and we have contracted with him to take professional photos from the ground and “above” for use in marketing materials.

15-596 Chairman Tate called for the Interim President Report. Interim President Abby Liu reported that staff has been working with CFO Rhodes and his staff, along with MEDC Attorney Mark Houser on the projects compliance of Experian, Methodist McKinney and P & A Graphics. There will be further updates on these issues during the executive session. Ms. Liu expressed her sincere appreciation for Mr. Rhodes and staff for all their help on these compliance projects. Ms. Liu was in direct contact with Project Catch, which MEDC did not have previously, so we are enthused about this close contact. There will be more discussion about Project Catch during executive session. The SERVE McKinney Open House was well-attended, and many thanks to Vice Chair Lindsay for his support at the event. Ms. Liu will be attending the TexasOne New York City Business Recruitment Mission led by Governor Abbott on July 13-14, 2015.

15-597 Chairman Tate called for the Consideration/Discussion/Action on May Financials. Chief Financial Officer Rodney Rhoades offered an apology for the tardiness of the financial report. Financial Analyst Trevor Minyard reminded the board that the May financials are more detailed on the McKinney website for viewing at any time. Revenues are at 71.8%, with only 67% of the year past, so as usual, showing slightly up on the revenues. Expenses are averaging about 65%. Mr. Rhoades gave a short update on the fiscal year 2016 plan for the board.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Robert Clark, to approve May Financials.

Chairman Tate called for citizen comments and there were none.

Chairman Tate called for board comments and there were none.

Chairman Tate recessed the meeting into executive session at 9:02 a.m. per Texas Government Codes: Section 551.071 (2). Consultation with City Attorney 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, Section 551.072. Deliberations about Real Property, Section 551.074. Personnel Matters, and Section 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda.

Chairman Tate reconvened the meeting to open session at 10:45 a.m.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Julie Fort, to approve Fox II, as recommended by staff, and discussed in executive session.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Robert Clark, to approve Project Home, as recommended by staff, and discussed in executive session. Board member Fort abstained from the discussion and the vote. Board member Fort returned to the meeting following the Project Home vote.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Robert Clark, to approve the City to review the appraisal sent by TX Dot, and if adequate, accept the offer for TX Dot ROW Acquisition (FM546), as discussed in executive session.

Board members unanimously approved the motion by Board member Lance Lindsay, seconded by Board member Robert Clark, to adjourn. Chairman Tate adjourned the meeting at 10:52 a.m.

DARRELL TATE
Chairman