

**MCKINNEY ECONOMIC DEVELOPMENT CORPORATION**

**SEPTEMBER 17, 2013**

The McKinney Economic Development Corporation met in regular session in the Dowdy Board Room, 5900 S. Lake Forest Drive, McKinney, Texas, on September 17, 2013 at 8:00 a.m.

Chairman Keith Clifton called the meeting to order at 8:03 a.m.

Board members present: Keith Clifton, Ernest Lynch III, Lance Lindsay, Doug Parker, and Darrell Tate.

Staff present: President/CEO Jim Wehmeier, Vice President Abby Liu, BREP & ET Director John Valencia, City Attorney Mark Houser, Administrative Assistant Connie Gibson, and Marketing & Research Specialist Cayti Huston.

Guests present included: Mayor Pro Tem Travis Ussery, City Councilmember Geralyn Keever, City Manager Jason Gray, City of McKinney CFO Rodney Rhoades, MCDCE Executive Director Cindy Schneible, MCVB Executive Director Dee Dee Guerra, Chamber President Jodi Ann LaFreniere Ray, Assistant to the City Manager Darrek Ferrell, City of McKinney Grants Administrator Janay Tieken, and FY 2013-14 MEDC board members Robbie Clark, Chuck Branch, and Pablo Ruiz.

**13-961** Minutes of the McKinney Economic Development Corporation Board Meeting of August 20, 2013. Lance Lindsay made a motion to approve the minutes of the August 20, 2013 board meeting and Darrell Tate seconded the motion. The motion was voted on and passed.

**13-962** August 2013 Financial Report. The tax revenues continue to come in above the projected amounts. The current figures are 12.5% up from 2012. The projected revenue for FY 2014 is \$9.25 million. Lance Lindsay made a motion, seconded by Ernest Lynch, to approve the August 2013 financial report.

**13-963** Board and Liaison Updates

Board Chair

- Keith Clifton thanked MEDC board and staff for their hard work.
- City council was thanked for their continuing support for MEDC projects.

Chamber of Commerce

- September 17<sup>th</sup> is the last day for early voting for the M.I.S.D. Tax Ratification Election.
- The McKinney Magazine unveiling will be October 3<sup>rd</sup> at Rick's Chophouse. The "Best of..." winners will be announced at that time.

- The Government & Legislative Issues committee will meet Friday, October 4th. Topics of discussion will be the nine constitutional amendments on the ballot in November.
- The State of the Community luncheon will be held November 7<sup>th</sup> at Christ Fellowship church.
- The six week long McKinney Experience program begins their new session Friday, September 20<sup>th</sup>.

#### City of McKinney

- The Gateway hotel project continues to move forward. The hotel developer will be meeting this month to determine the hotel franchise.
- City Council agreed to move forward with the purchase of the airport assets.
- Development activity throughout the city continues to increase. New housing permits are up, and commercial development activity continues to increase.
- City Council will be considering some changes to board and commission bylaws this next month.

#### Main Street & MPAC

- Oktoberfest is scheduled for September 27<sup>th</sup>-28<sup>th</sup> in downtown McKinney. This is the largest attended yearly event for the city of McKinney.

#### McKinney Convention & Visitor's Bureau

- MCVB staff is working with several organizations to bring groups to McKinney. Some organizations they are working with: Community Lifeline Center, Lions Club, Commemorative Air Force.
- The online Made in McKinney store is open.
- MCVB assisted with 359 room stays the month of August; 210 of the rooms were for the Mickey Mantle World Series.
- MCVB has secured some good advertising opportunities: A 1/8 page ad in USA Today; advertising in D Magazine travel section, and online advertising to promote "Home for the Holidays".

#### McKinney Community Development Corporation

- Six Promotional & Community Events grants were approved during the August board meeting.
- The MCDC board approved a Parks, Recreation and Open Spaces request for \$200,950 to be used for capital and material purchases. The annual PROS request totaling \$2,919,393 was

also approved. This amount is approximately 35% of the yearly MCDC budget.

- A joint MCDC/City Council meeting was held September 4<sup>th</sup>. The MCDC board made their recommendations for an aquatic facility in McKinney at that time.
- The MCDC board will hear and take action on five project grants at the September 26<sup>th</sup> board meeting.

**13-964** President's Report

- Jim Wehmeier thanked the three new board members Robbie Clark, Pablo Ruiz, and Chuck Branch for attending the meeting. Their terms officially start October 1<sup>st</sup>.
- Gifts were presented to the two outgoing board members, Keith Clifton and Doug Parker. Jim Wehmeier expressed gratitude for all their commitment to serve, and their leadership on the MEDC board.
- Jim Wehmeier and Abby Liu were in California September 9-13<sup>th</sup>. They had nine meetings in Las Angeles scheduled, and several more in the Bay area. DCI set up the meetings with site selectors. MEDC will have a couple more missions with DCI before their contract expires in April.
- Plans are moving forward for the 20<sup>th</sup> anniversary celebration. The plans include a large industry recognition event in conjunction with the MEDC Christmas party. A possible location for the event is the airport. The tentative event date is December 12<sup>th</sup>.
- The Margulies Communication Group has secured publicity about the McKinney airport in Dallas Morning News, and Dallas Business Journal ran a story on the Raytheon headquarters relocation.

**13-965** Vice President's Report

- Abby Liu attended the TexasOne California mission August 14-16.
- The North Texas Commercial Association of Realtors and Real Estate Professionals Expo was held August 28<sup>th</sup>. MEDC had booth space at the event. Abby Liu and John Valencia attended the event.
- Abby Liu attended the Taiwanese Chamber of Commerce in El Paso with Wistron on August 18<sup>th</sup>.
- Taiwanese Director General Steve Shia, Taipei Economic & Cultural Office in Houston, will be in McKinney November 14-15.
- Wistron GreenTech should have the renovations to their building

on Couch Street completed by the end of October. A Grand-opening event will be scheduled for December or January.

**13-966** Business Retention & Expansion (BREP) and Emerging Technology Report

- Emerson Process Management should be moving employees in the new building this week. An Open House is planned for November 8<sup>th</sup>.
- John Valencia continues to work with StatLab on their business expansion.
- The Collide Center currently has eighteen businesses, with a total of approximately 60 people in the program.
- The Flour Mill and Collide Center hosted a Tech Cocktail event August 29<sup>th</sup>. The event was well attended.
- Five or more interns from UT Dallas will be working in The Collide Center from October 7<sup>th</sup> through December 7<sup>th</sup>.
- John Valencia is maintaining close contact with the businesses along the 75 construction corridor. They report business is up and down. Chipotle reported they saw a downturn in business a year ago, but recently business has been up. MEDC will continue to reach out to these businesses.

Julie Fort entered the meeting at 8:40 a.m.

**13-967** Marketing & Research Specialist Report

- MEDC has received fifty Requests for Proposals this year from Dallas Regional Chamber, Governor's Office, and WEDA. Fourteen of those were received this last month. MEDC qualified for nine of the RFP's.
- Cayti Huston is working with the GIS office with the City of McKinney. They have designed an iPad and Smartphone program that will show properties for sale or lease, acreage, and much more information.
- Cayti continues to work with Workforce Solutions and Texas 2.0.
- Torchmark was nominated for Texas Workforce business of the year by MEDC.
- A three page ad was placed in DFW Real Estate magazine.
- The E-newsletter is going out and has been well received.
- The Raytheon event scheduled October 9<sup>th</sup> is going to be a much smaller event than originally planned. A reception the night before the event is being planned.

Jim Wehmeier expressed how pleased he was with the City IT staff in creating the GIS program.

An informal training for the three new board members will be scheduled before the October 15<sup>th</sup> board meeting.

Chairman Clifton called for a break at 8:57 a.m.

The meeting was called back into session at 9:10 a.m.

The meeting was called into Executive Session at 9:11 a.m. per Texas Government Code: Section 551.071(2) Consultations with attorney on any work session, special session, or regular session agenda item requiring confidential, attorney/client advice necessitated by the deliberation or discussion of said items (as needed). Section 551.087 Deliberation regarding economic development matters. Section 551.074 Personnel Matters.

The meeting was called into Open Session at 10:45 a.m.

**13-968** Consider/Discuss/Act on Amendment to the By-Laws of the McKinney Economic Development Corporation. Lance Lindsay made a motion to approve the amendment to the by-laws of the MEDC. The motion was seconded by Darrell Tate and voted on. The motion passed.

**13-971** Consider/Discuss/Act on the Proposed FY 2013-2014 MEDC Budget. Darrell Tate made a motion to approve the budget with changes discussed in Executive Session. Lance Lindsay seconded the motion. The motion passed.

**13-969** Consider/Discuss/Act on Amending FY 2012-13 MEDC Budget \$1,000,000 for Emerson Initial Facility Payment. A motion was made by Darrell Tate, seconded by Lance Lindsay. The motion was voted on and passed.

**13-970** Consider/Discuss/Act on Incentive Offer to Project Heart. Lance Lindsay made a motion to table the incentive offer to Project Heart. The motion was seconded by Doug Parker and voted on. The motion passed.

**13-972** Consider/Discuss/Act on Incentive Offer to Project Louisiana. Lance Lindsay made a motion, seconded by Doug Parker, to table the incentive offer to Project Louisiana. The motion was voted on and passed.

**13-973** Consider/Discuss/Act on Incentive Offer to Project H-Stat. Lance Lindsay made a motion to make an incentive offer as discussed in Executive Session to Project H-Stat. Julie Fort seconded the motion. The motion was voted on and passed.

The meeting was adjourned at 10:47 a.m.

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JULIE FORT  
Secretary/Treasurer