

## MCKINNEY ECONOMIC DEVELOPMENT CORPORATION

**OCTOBER 18, 2016**

The McKinney Economic Development Corporation met in regular session in the Council Chambers, 222 N. Tennessee Street, McKinney, Texas, on October 18, 2016 at 8:00 a.m.

Board members Present: Robert Clark, Jason Burress, Walter Chen, Paul Merritt, Kenneth Sipiora and Sharon Denny. Absent: Randy Page

City Council members Present: Mayor Brian Loughmiller, Mayor Pro Tem Randy Pogue and Council member Travis Ussery.

Staff Present: President Darrell Auterson, Executive Vice President Abby Liu, Director of BRE/Emerging Tech John Valencia, Director of Business Development Chad Walker, Economic Development Coordinator Madison Clark, Executive Assistant Sheri Van Slycke, City Manager Paul Grimes, Director of Strategic Services Chandler Merritt, Senior Financial Analyst Trevor Minyard, MEDC Attorney Mark Houser, MCVB Executive Director Dee-dee Guerra and City Secretary Sandy Hart.

There were 3 guests present.

Board member Clark called the meeting to order at 8:00 a.m. after determining a quorum was present. Mr. Clark called for the Oaths of Office.

**16-1036** The Oaths of Office were administered by City Secretary Sandy Hart. Board member Clark welcomed the new Board member Sharon Denny. Board member Denny expressed her thanks and shared that she is looking forward to serving on the MEDC Board and being of service to the City of McKinney.

**16-1037** Board member Clark called for the Election of Officers. Board member Clark asked for the nominations for Chairman. Nomination by Board member Burress for Board member Clark. Nomination by Board member Chen for Board member Sipiora. The Board unanimously approved the motion by Board member Burress, seconded by Board member Chen, to close the nominations. The votes for Board member Clark were 2-2-2 with Board members Clark and Burress voting for,

Board members Sipiora and Chen voting against and Board members Denny and Merritt abstaining. The votes for Board member Sipiora were 2-2-2 with Board members Sipiora and Chen voting for, Board members Clark and Burrell voting against and Board members Denny and Merritt abstaining. Neither of the two nominees were elected due to a lack of four affirmative votes. Board members unanimously approved the motion by Board member Chen, seconded by Board member Merritt, to table the election of officers to the November 15, 2016 Regular Board meeting.

**16-1038** Board member Clark called for action on the minutes. Minutes of the McKinney Economic Development Corporation Special Meeting of September 12, 2016. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Chen, to approve the September 12, 2016 minutes.

**16-1039** Minutes of the McKinney Economic Development Corporation Meeting of September 20, 2016. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Chen, to approve the September 20, 2016 minutes.

**16-1040** Board member Clark called for the Board and Liaison Updates.  
City of McKinney – City Manager Grimes reported that staff was in Austin in early October for the Texas Municipal League Conference and due to the hard work of staff and particularly Financial Analyst Trevor Minyard, City of McKinney received an award for Municipal Innovation Award for Financial Transparency. Work continues on the Apex Centre and it will probably be open by early February 2017. The amenities offered by the Apex Centre will be an important asset to help attract new businesses here in McKinney. The Performance Measurement program is being handled by Director of Strategic Services Chandler Merritt and has implemented a soft launch. This program is very important for our transparency in government initiatives.

- 16-1041** Board member Clark called for the Consideration/Discussion of the MEDC Staff Monthly Reports. President Auterson reported that with the Board's permission, the monthly staff reports would be attached to the agenda as is the custom, but will not be presented to the Board orally.
- 16-1042** Board member Clark called for the Consideration/Discussion of the 2016 MEDC Bond Refunding Update. Senior Financial Analyst Trevor Minyard reported that the Finance department's recommendation to the Board is to refund the 2011 bonds due to savings of over \$500,000. It will be brought to the Board in November for an in-depth presentation and to request the Board to approve the refunding.
- 16-1043** Board member Clark called for the Consideration/Discussion/Action on September Financials. Senior Financial Analyst Trevor Minyard reported the revenue is above budget YTD by 7.13%. Sales tax figures came in 6.68% above last year's collection through September. Expenditures are significantly under budget due to savings in rebate expenditures paid out for incentives. However, during the month of September MEDC paid \$9,000 in a grant to the WERX and \$55,600 to Cookies-N-Milk, Inc. for various incentives. Mr. Minyard referred the Board to some unique links for sales tax of the MEDC and the City of McKinney at large on the City of McKinney website. Board members unanimously approved the motion by Board member Burress, seconded by Board member Merritt, to approve September financials.
- 16-1044** Board member Clark called for the Consideration/Discussion/Action on the TadZo Proposal. President Auterson reminded the Board that he requested TadZo to scale down her original proposal to the one now presented, due to uncovering research that had been completed about five years ago. Mr. Auterson asked the Board to note that the level of work as well as the total expense of the proposal is approximately half of the original proposal. The smaller scope of work will enable staff to implement the strategic plan sooner since it won't take as long to do the

research. Board members unanimously approved the motion by Board member Sipiora, seconded by Board member Chen, to approve the TadZo proposal as presented.

Board member Clark called for citizen comments and there were none. Board member Clark called for Board or Commissioner comments and there were none.

Board member Clark recessed the meeting into Executive Session at 8:30 a.m. per Texas Government Code: Section 551.071 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 551.087. Deliberation Regarding Economic Development Matters as listed on the posted agenda. Board member Clark reconvened the meeting to open session at 9:40 a.m.

Board members unanimously approved the motion by Board member Merritt, seconded by Board member Denny, to adjourn the meeting. Board member Clark adjourned the meeting at 9:41 a.m.

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ROBERT CLARK  
Board Member